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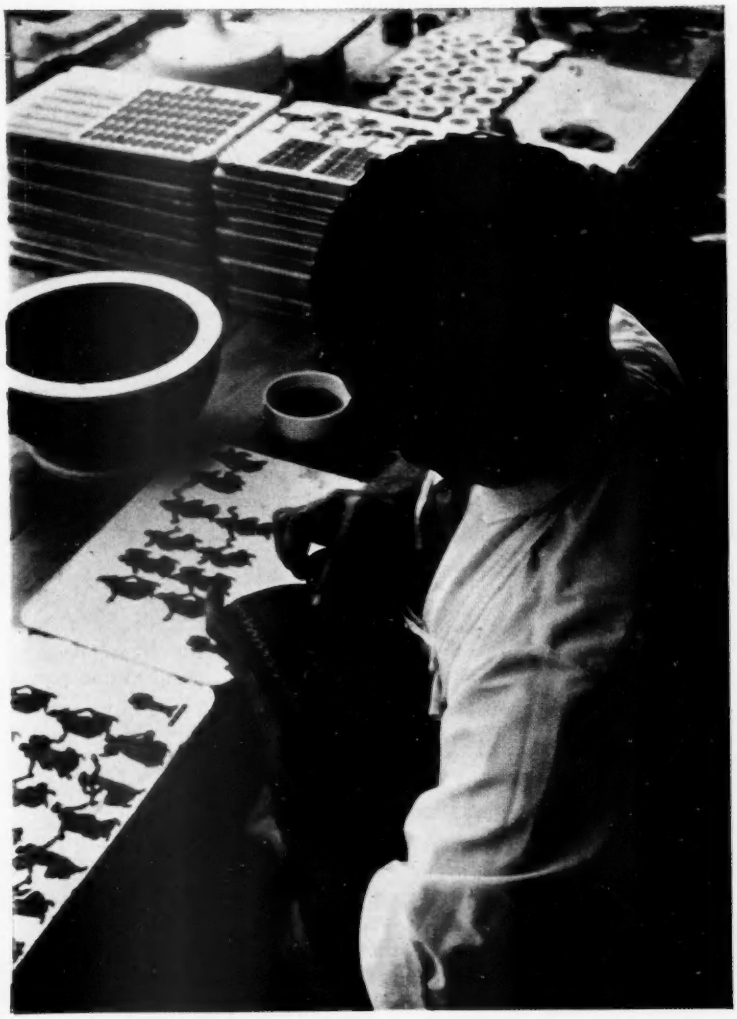

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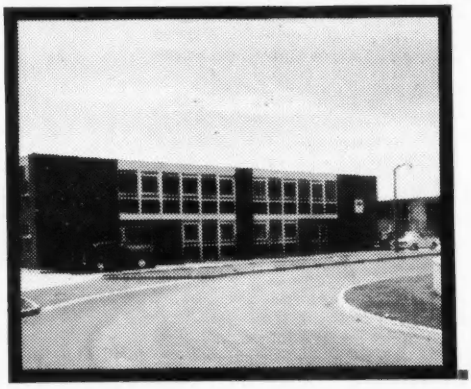

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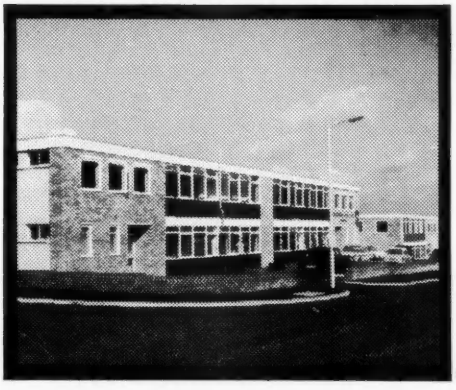

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'The Dancing Hours', figures, which were originally modelled by John Flaxman in 1775, were used as the theme for the Wedgwood display at J. Mills, Galeries du Roi, Brussels, during British Week in Brussels. Wedgwood jasper ornamenting was also featured during British Week in Toronto by Mr. Tom Harper, of the Wedgwood factory, who flew out to Canada to give demonstrations of his skill. A 4-page supplement on British Week in Brussels appears in this issue.

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Progress with Regional Economic Planning

Prepared by Information Division, Department of Economic Affairs

In 1966 the *Board of Trade Journal* summarized the work of the National Economic Development Council (February 11), the Ministry of Labour's industrial training boards (March 4), the Prices and Incomes Board (April 8), and the Department of Economic Affairs, regional economic planning machinery. This is the second article in a series of progress reports on these committee networks. 'The Prices and Incomes Board' was published on October 13.

THE AIM OF regional economic policy is a full and balanced development of the country's resources, based on the recognition that different parts of the country have widely different economic, social and physical problems, and different contributions to make to the growth of national wealth and welfare.

Levels of employment are one of the major concerns of regional economic planners. Substantial reduction of the disparity in unemployment rates over the country is seen as an important contribution to securing faster and steadier expansion of the nation's economy: it is to this end that the intensification of Development Area policies and the introducion of the Regional Employment Premium are directed. The problem of areas which may have economic difficulties but which are not included in the Development Areas are to be considered by a high-level committee under the chairmanship of Sir Joseph Hunt.

The expected increase in the country's population poses not only great national problems of investment and location, but different problems for different regions, and is, therefore, one of the main concerns of the regional planning organizations. On the best estimate that can be made at present, there may be about 17 million more people in Great Britain by the year 2000 than now. This rate of increase would be two and a half times as great as that in the last 35 years.

The planning machinery in the regions

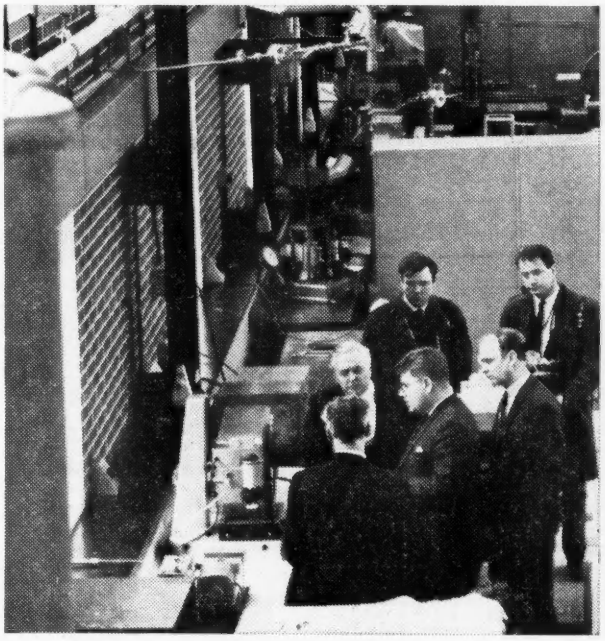
In 1965 and early 1966 the Government delineated eight Economic Planning Regions in England* and established new organizations in each of them and in Scotland and Wales to study their problems and potential and to develop broad regional strategies aimed at making full use of resources. Among their objectives are to see that the provision of jobs, homes and services is kept in step, to help plan due provision for Britain's growing population, and where necessary to help plan improvements in the environment in which people live. Northern Ireland has machinery with similar purposes.

The economic planning machinery in each of the eight English regions, Scotland and Wales consists of two bodies, an Economic Planning Council and an Economic Planning Board. These work closely together.

An **Economic Planning Council** is an advisory body with part-time members who are appointed as individuals with wide knowledge and experience of their region. The majority of the members are businessmen, trade unionists and members or officials of local authorities. Others are drawn from universities, social services, agriculture, and other walks of life in the region. In England the Councils are appointed by the Secretary of State for Economic Affairs; in Scotland and Wales the Councils are appointed by the respective Secretaries of State and are under Ministerial chairmanship. The work of the Councils, since their appointment in 1965 and early 1966, is outlined below.

An **Economic Planning Board** consists of senior officials of the Government Departments concerned with aspects of regional planning. In England the chairman is the senior regional officer of the Department of Economic Affairs, while senior officials of the Scottish and Welsh Offices are chairmen of the Scottish and Welsh Boards. The main tasks of the Board are to co-ordinate the regional economic planning work of Departments and to support the work of the Planning Councils. Co-ordination is made easier by housing the regional planning staffs of the various Departments in the same building or in close proximity. Each regional office of the Department of Economic Affairs provides a secretariat, serving both the council and the Board, and has a research section, co-operating with the other Departments at regional level, and with local planning authorities, universities and consultants.

* Northern, Yorkshire and Humberside, East Midlands, East Anglia, South East, South West, West Midlands, and North West.



During his tour of Scotland and Northern England last week, Mr. Harold Wilson, the Prime Minister, visited a number of industrial concerns. He is seen here in the heavy bay of the Naismith Building at the National Engineering Laboratory, East Kilbride, Scotland. DEA Ministers have made frequent visits to all the economic planning regions, and the Prime Minister is currently undertaking a programme of visits to these regions to see for himself the problems and possibilities.

Economic planning machinery in Northern Ireland

Northern Ireland has an Economic Council under the chairmanship of the Northern Ireland Minister of Commerce, made up of representatives of management and trade unions, together with independent members.

The Northern Ireland Government is directly responsible to the Northern Ireland Parliament for regional development (including matters of the type which comes within the scope of the Economic Planning Boards in the rest of the United Kingdom). There is close consultation on regional planning between the Northern Ireland and United Kingdom Governments. Northern Ireland has its own system of incentives to industrial development.

(*Continued on next page*)

PROGRESS WITH REGIONAL ECONOMIC PLANNING, *continued*

Economic Planning Councils at work

The main task of the Economic Planning Councils is to develop long-term planning strategies for their several regions, but they have also an important function in advising central Government on aspects of national policy which have a bearing on regional development. They are being consulted to an increasing extent, often on a confidential basis, by Ministers and Departments on policy issues affecting the problems and progress of their regions – for example, the improvement of transport and the impact of the Regional Employment Premium. The Councils are free to raise any issue directly with Ministers if they deem it to be of major concern to the development of their region. The Chancellor of the Duchy of Lancaster, Mr. Frederick Lee, MP, was recently given special responsibility for liaison between the Department of Economic Affairs and the Northern Region.

The first stage in the development of long-term planning strategies for the English regions has been to produce major studies of each region, while in the case of Scotland and Wales the Scottish Office and the Welsh Office have each issued a White Paper on future policy.

English regional studies

The main purpose of these studies is to provide an overall picture of the regions' needs for consideration by the Government and in the regions themselves, and also to serve as a starting point for further work by the Planning Councils. The studies assess the problems and potential of the region and propose a broad strategy for development of the region. Such major regional studies have been published by the Economic Planning Councils in the **Northern Region, Yorkshire and Humberside,** the **East Midlands** and the **South West.**

In July 1965 a regional study of the **West Midlands** by Government officials was published. The West Midlands Planning Council took this study, and public reactions to it, into full account before preparing their own first report on the planning of future growth which was published in March 1967.

As in the West Midlands, Government officials prepared a factual study of the **North West.** It was published in July 1965 and provided an initial basis for the work of the Planning Council and Board. In February 1966 the North West Planning Council published their preliminary ideas on a strategy for the North West, and in October 1966 the Council supplemented this by a report from its Environment Committee. The Council are now preparing a second strategy report, in the light of comment and information from the Planning Board and from many local authorities in the region.

The situation in the **South East** and **East Anglia** is not so far forward because these Councils were established later than the others. The **South East Study†,** published by the Ministry of Housing and Local Government in 1964, before the Planning Councils were established, assessed the problems of a wide area now largely divided between the South East and East Anglia Economic Planing Regions. The major part of the study was devoted to the problem of London's population growth and proposals for its accommodation in a number of new towns and town expansion developments. In the light of the study and the Government's review of it in 1965, the South East Planning Council have now completed work on a strategy report for the future development of the region over the next 30 years, to be published on November 2.

The **East Anglia** region was formerly associated with the South East for economic planning purposes. The Planning Council is now making a first appraisal of the resources of the region in preparation for the publication of a regional study next summer.

Scotland and Wales

The position in Scotland and Wales is rather different from that in the English regions. In Scotland the preparatory studies carried out by the Planning Board were followed by the publication as a White Paper of an outline master plan – **The Scottish Economy 1965-1970** – for the future expansion of the region. Prepared in close consultation with the Scottish Economic Planning Council, this document contained a wide range of specific proposals and investment plans.

The main work of the Planning Council has been in overseeing and developing the general strategy of the White Paper. In addition, to promote widespread understanding of the Government's plans and to assist in their implementation in the various regions of Scotland, a number of area Consultative Groups were set up. The

† **The South East Study:** 1961-1981. H.M.S.O., 1964, price 15s.

PUBLICATIONS ON REGIONAL PLANNING

THE FOLLOWING is a list of the main official publications on regional economic planning which have been published since the beginning of 1965. Those for sale are available from Her Majesty's Stationery Office (prices by post in brackets).

Challenge of the Changing North: A preliminary study: October 1966: 18s. 6d. (19s. 6d.)	Northern Economic Planning Council
A Review of Yorkshire and Humberside: November 1966 27s. 6d. (28s. 9d.)	Yorkshire and Humberside Economic Planning Council
The East Midlands Study: December 1966: 30s. (31s. 4d.)	East Midlands Economic Planning Council
Growth and Change in East Anglia: An 8-page review	Available from Information Division (Publications) DEA, Storey's Gate, London, S.W.1
A Strategy for the South East: To be published November 1967: 15s.	South East Economic Planning Council
A Region with a Future: A draft strategy for the South West: July 1967: 36s. (37s. 4d.)	South West Economic Planning Council
The West Midlands: Patterns of Growth: March 1967: 8s. (8s. 7d.)	West Midlands Economic Planning Council
The West Midlands: A regional study of officials: July 1965: 12s. 6d. (13s. 4d.)	Department of Economic Affairs
Preliminary views on strategy for the North West and *Report from the Environment Committee:*	Available from North West Economic Planning Council, Sunley Building, Manchester 1.
The North West: A regional study by officials: July 1965: 18s. 6d. (19s. 1d.)	Department of Economic Affairs
The Problems of Merseyside: An appendix to the North West Study: 8s. 6d. (9s. 2d.)	Department of Economic Affairs
The Scottish Economy 1965-70: A plan for expansion: Cmnd. 2864: January 1966: 12s. 6d. (13s. 3d.)	Scottish Office
Wales: The Way Ahead: Cmnd 3334: July 1967: 13s. 6d. (14s. 2d.)	Welsh Office
Economic Development in Northern Ireland: Cmnd 479: 1965: 10s. (10s. 6d.)	HMSO Belfast
Manpower: An appraisal of the position 1964-1970: January 1967: 4s. 6d. (4s. 11d.)	Northern Ireland Economic Council
Economic Planning In The Regions: A DEA reference booklet (and supplement, July 1967)	Available from DEA regional offices
Abstract of Regional Statistics No. 3 1967: 10s. (10s. 7d.)	Central Statistical Office
DEA Progress Report: Monthly: articles on regional, economic and industrial topics.	Available from Circulation Section (H), Central Office of Information, Hercules Road, London, S.W.1.

Planning Council also work closely with the Highlands and Islands Development Board.

The Welsh Economic Council have, since their first meeting in April 1965, kept under review all aspects affecting the economic life of Wales. They have naturally devoted much time to the industry and employment situation.

Under proposals published in the recent White Paper **Local Government in Wales,** a new Welsh Council is to be set up in March, 1968 which will deal with cultural matters as well as economics. A working group is at present evolving proposals for a programme of the future work of the enlarged council. An essential part of this programme will be the development of the strategy outlined in the White Paper on the economy of Wales, **Wales, the way ahead** which was prepared with the help of the Welsh Planning Board and published by the Government in July 1967.

The work of the Northern Ireland Economic Council

The setting up of the Northern Ireland Economic Council coincided with the publication of an economic plan for the period up to 1970, which had already been commissioned by the Northern Ireland Government. This provided a useful starting point for the Council's studies and much of its initial work has been concerned with the implementation of the plan. There has been close consultation between the Council and the Northern Ireland Government on the progress being made.

The Council has now moved on to a longer-term study of area development within Northern Ireland.

Although the Council's role is seen primarily as one of medium and long-term planning, it has necessarily been involved over the last year in the examination of short-term measures to alleviate rising unemployment.

The Central Unit for Environmental Planning

Because of the increasing population, towns in most parts of the country are expected to grow, while some part of the increase in population will have to be accommodated in large new cities. Accordingly, detailed studies are being undertaken of a number of areas to determine whether they are physically and economically suitable for the establishment of centres in which ultimately 250,000 to one million or more people could live happily and well. Studies of Humberside and Severnside are being undertaken by the Central Unit for Environmental Planning, established in DEA in 1966, and drawing on the resources of other Departments. The Unit's reports will be based on its own independent assessment and its members contribute without commitment to their parent departments. The Unit is assisted by physical planning units in the study areas staffed by full time experts seconded from local planning authorities and Government Departments. The other area selected by the Government for a study of this kind is Tayside: in this case the study was commissioned and is controlled by the Scottish Office.

In all cases there is close liaison with the Planning Councils of the regions which would be affected by development on this scale.

Conclusion

The nation looks for rising standards of living for its growing population. Given the diversity of the regions, problems of industrial structure, population distribution and economic growth require study and consultation at regional as well as national level; these problems pose large tasks for the regional Planning Councils and Boards. Aided by the planning machinery and by commissioned research, Central Government, together with the Planning Councils and Planning Boards, is deeply engaged in analysing the economic and physical planning problems of the various regions as a step to greater wealth and better living conditions in the regions and in the nation as a whole. This is a long-term task; it forms the basis of a continuing process of study, consultation and action.

The Board of Trade

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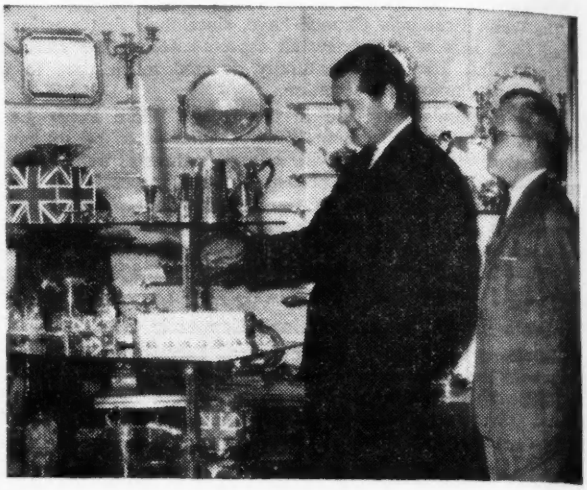


Scenes during British Week in Toronto, which closed on October 21. Left: HRH Princess Alexandra and her husband, the Hon. Angus Ogilvy (centre, facing camera) were among visitors to the Central Exhibition, CNE Park. Right: Mr. Anthony Crosland (left), President of the Board of Trade admiring a display of British silverware during his tour of stores in downtown Toronto and the shopping plazas of the city.

'A rousing success'—President speaks on British Week in Toronto

SPEAKING AT A luncheon given by the Canadian Chamber of Commerce on October 24, Mr. Anthony Crosland, President of the Board of Trade said: 'The British Week was our first attempt in North America to saturate the stores of a great city with our consumer goods and, to stage a series of supporting events which would put the customers in a sympathetic state of mind. In sprawling Toronto, with its highly competitive stores and its close proximity to a mighty competitor, the prospect was intimidating. But we under-estimated the support that was forthcoming from the Federal and Provincial Governments, the municipality, the business world, and indeed from a sizeable proportion of the community whose ties with us are still demonstrably strong.'

The President spoke of special difficulties in Toronto, which covered 250 square miles, equivalent to one-third the area of Greater London. 'We found during the previous British Week in Brussels that it was relatively easy to concentrate the sales message into the main central shopping area of the city,' he said 'But in Toronto, to achieve saturation, we had to reach out into the shopping plazas up to 20 miles from the centre of the city. Some 1,400 stores put on special British displays; and Torontonians, who are (I am told) by nature cautious and reserved, expressed unqualified pleasure, as well as surprise, at the size and organization of the British Week.'

The President went on to say that the Toronto consumer had been buying British in record quantities. During the whole of the British Week, the All-British Food Supermarket took $64,000. The total area of 2,000 square feet in the supermarket was taking an average of £11 per square foot of shop space. This figure was a clear indication of the very real Canadian demand for British foods.

'Toronto has never before seen anything like the series of fashion spectaculars at the Queen Elizabeth Theatre' said the President: 'Garments modelled by a team of men and girls were on sale in Toronto stores, and the demand was brisk. The law of Ontario does not permit you to stand while drinking, but at the British displays in the Queen Elizabeth Building, the British pub, The Lion and the Unicorn, was constantly packed and people were queueing for up to an hour for a drink. Over 50,000 bottles of British beer were sold during the British Week.'

'In short' concluded the President 'I am proud to report to you that the British Week was a rousing success, and I hope Canadians here today will accept, and pass back home, my great appreciation of the friendly support our efforts have received in Canada. Without that support, we could not possibly have succeeded. May I also take this opportunity of paying tribute to the Canadian Committee of the British National Export Council, who have worked so hard with my department to make the British Week such a success.'

President tells Canadian Club of 'massive change in British economy'

A HUGE INCREASE IN EXPORTS, since the war, representing 'a massive structural change in the British economy' was described by Mr. Anthony Crosland, President of the Board of Trade, speaking at the Canadian Club luncheon in Toronto on October 16, at the end of his visit to British Week in Toronto. The way to get the further small percentage increase necessary to end our balance of payment worries was to make British exports still more competitive.

'There are four ways in which we are trying to do this', said the President. 'First, we seek to involve government, management and the labour unions in a partnership in our search for higher productivity. This had been achieved by the creation by the previous Government, of the National Economic Development Council – "a unique partnership greatly welcomed and actively supported by industry – between Government, management and labour".'

The second method was to establish a prices and incomes policy. The President described the six months of total prices and incomes freeze, followed by a further period of severe restraint last year. 'Now we are settling down to the long haul of creating a permanent policy,' he said, 'to ensure that wages and prices rise less fast than they have done in the past.' He could not claim that the policy of justifying wage increases by clear increases in productivity was

Queues of visitors to one of the exhibitions during British Week in Toronto.

immediately popular but he believed it did command strong underlying public support as a long-term policy.

'Thirdly,' continued the President, 'we are determined not to repeat the "stop-go" policies of the past. These had a disastrous effect on our productivity, and competitiveness. Every time that home demand was deflated, investment fell. The consequence of successive bouts of this policy, from which we are still suffering today, has been a ratio of investment to national output markedly lower than in other industrial countries, and you cannot achieve high productivity without high investment. We are determined to avoid this mistake; and although we had to cut back home demand sharply in July of last year, it is notable and encouraging that investment, both public and private, has been maintained in a way that has not happened on similar occasions in the past.'

'Lastly,' said the President, 'we seek to ensure that industry, both public and private, seizes every opportunity of increasing productivity, whether this requires technological innovation or structural changes. I believe that a silent revolution is under way in this respect, a revolution which is perhaps too little appreciated abroad.'

Mr. Crosland quoted some examples of this 'silent revolution'. They included – in the nationalized industries – the railway freightliner service; the massive investment programme in the docks; progress towards the fully economic use of nuclear power; the discovery of natural gas under the North Sea.

In the private sector, the Government's job was not to usurp the decision making function of private management but to provide a climate which would stimulate and encourage companies to improve their efficiency and competitiveness. Sometimes this was a matter for direct Government support, but more generally it was a matter of indirect action. 'For example', he said, 'it is clear that industrial investment can be either stimulated or hindered by Government fiscal policy. We have sought to stimulate it by completely re-shaping and modernizing our fiscal system. We have introduced a Corporation Tax which gives companies a powerful incentive to use profits for new investment. We have replaced the old investment allowances by investment grants . . . . we allow a higher rate of grant (at present 45 per cent) in development areas.'

The President spoke of the Government policy of securing a more effective use, and a greater mobility, of labour by the introduction of redundancy payments and earnings-related unemployment benefits, by the introduction of Selective Employment Tax.

'British Week itself symbolizes the new spirit at work in Britain,' continued the President. 'Behind all the gaiety and colour, there have been 18 months of hard professional work, with Government and private enterprises collaborating in the careful assessment of the market, and in carrying out a detailed plan of campaign, not only to sell now but to continue selling by a determined follow-up. This gay effort, therefore, is an integral part of the serious effort we British have put into selling in Canada this year – the many trade missions sent to the National Industrial Production Show in Toronto and the British Columbia International Trade Fair, at both of which we were the largest overseas exhibitors. At those fairs we showed you something of advanced British technology, the capital goods which represent the main emphasis of our sales to Canada. Now British Week illustrates the new, determined way in which Government and private enterprise in Britain are tackling the country's economic problems together, in a concerted effort to achieve a national objective.'

Mr. Darling opens new factory at Cramlington

OPENING American Air Filter's new factory at Cramlington on October 23, Mr. George Darling, Minister of State, Board of Trade, said that this new enterprise was 'going to be good – very good – for the people of Cramlington and the whole Tyneside area. It is going to be good for Britain, and I sincerely hope it is going to be good and really profitable for the American Air Filter Company.'

'It is going to succeed,' continued Mr. Darling, 'because this factory will be making products for which there is an expanding market here in Britain and – even more important – overseas.'

Mr. Darling pointed out that by coming to Cramlington American Air Filter was bringing work to people who desperately needed new jobs as their old traditional industry closed down. 'You are helping to keep alive their hopes for a brighter future in a new industrial environment.'

Speaking of American firms establishing enterprises in Britain, Mr. Darling remarked that there was just as much, if not more, British investment in the United States. 'This investment by one friendly country into another is what helps to keep world trade expanding and spreads beyond the confines of national boundaries new ideas on research, on products, on management techniques, on marketing and industrial methods. World trade can't expand if nations return to the restrictionist doctrines of the depression years.'

'We are glad that you started off in a Board of Trade factory,' continued Mr. Darling. 'We are rightly proud of our factory development, made available to industrial enterprises here in the Northern Region.

'But this is not the whole of the industrial development that has taken place, and is taking place in this region. In the past three years nearly 700 schemes for new factories and extensions – large and small – have gone ahead or will go ahead, providing something near to 60,000 new jobs.'

However, if we were to maintain full employment – which meant bringing in new jobs to keep pace with the run down of collieries and the older declining industries – we had to do even better, said Mr. Darling.

The Government Departments that were involved in this exercise should be kept aware of the Northern Region's need for new employment and of the undoubted opportunities there for expansion projects, and Mr. Fred Lee had been appointed to do this job.

Lord Brown welcomes increasing trade between Russia and Britain

LORD BROWN, Minister of State, Board of Trade, spoke at a Russo-British Chamber of Commerce lunch in London on October 19.

He said he had previously declared his 'enthusiastic zeal' for a steadily growing increase of trade between the two countries and it was now very satisfactory to note that in the first nine months of this year British exports had risen to £47 million as against a figure of £38 million for last year. Furthermore a large number of very valuable contracts particularly for machine tools had recently been placed by Russia in this country.

Lord Brown added that: 'another distinctive feature of recent Russo-British trade has been the very large increase of orders for consumer goods. The history of international trade shows that amongst industrially advanced countries trade starts with materials, hardware and capital goods, and as it prospers there is an ever increasing exchange of similar types of consumer durables and soft goods. This latter process has now clearly started to be a feature of Russo-British trade relations.

'The possibility of an agreement about technological co-operation is now under discussion between our two Governments. I think those in British industry should take these developments very seriously indeed. I know I am talking to the converted when I refer to the possibilities of British firms selling "know-how" to Russia but are we in this country sufficiently aware of the immense technical strides being made in Russia and of the possibilities this opens up for British firms to seek licences and to benefit from Russian technology?

'We are very used to technical agreements with American companies, but the time has arrived, I think, when equal consideration should be given to the possibiilty of such arrangements with Russian sources. In this connection the policy now pursued by the Soviet Union enables enterprises which earn foreign currency by the sale of licences to spend half the proceeds abroad on counter-licences and equipment. It seems to me to be a very important and encouraging development.'

President's statement on proposed GEC/AEI merger

MR. ANTHONY CROSLAND, President of the Board of Trade, made the following statement on October 20.

'The Board of Trade have now fully considered the proposed merger between GEC and AEI in the light of their responsibilities under the Monopolies and Mergers Act, 1965.

'They have come to the conclusion, on the evidence available to them that the merger does not raise such questions of potential detriment to the public interest as would justify an investigation by the Monopolies Commission. Accordingly, the Board of Trade do not intend to refer this proposed merger to the Commission.

'The Board of Trade are nevertheless concerned about one particular aspect of the proposal, namely, the possibility that detriment to the public interest might arise in connection with the supply of electric lamps. On this point, the Board of Trade have received satisfactory assurances from GEC to the effect that, should the bid succeed, they would not exercise any of their powers, as part owners of British Lighting Industries, to obtain commercial or technical information about that company, before the publication of the report by the Monopolies Commission on the supply of electric lamps, and that they would then take whatever action in relation to their holding in British Lighting Industries the Board of Trade required in the public interest in the light of that report. The Monopolies Commission were asked in February last year to report on the supply of electric lamps; their report is expected next year.

'The Board of Trade will, under the Monopolies and Mergers legislation, consider on merits any monopoly situation which might subsequently arise from further developments connected with this merger.'

Notes:

Under the Monopolies and Mergers Act, 1965, the Board of Trade are enabled to refer to the Monopolies Commission a proposed or actual merger which either creates or intensifies a monopoly or involves the taking over of gross assets in excess of £5 million.

The GEC/AEI merger satisfies both criteria of the Act as it would create or intensify a monopoly in respect of some products and the gross assets of AEI exceed £5 million.

The Board of Trade were notified of the proposed merger before its public announcement at the end of September; the complexity and extent of the merger has led to the Board of Trade taking rather longer than average to reach a view in this case.

Of some 180 mergers which have been considered over the past two years the Board of Trade have referred six to the Monopolies Commission.

A reference is made only when the Board consider that the merger contains sufficient risk of detriment to the public interest to require fuller investigation.

PIB report on national daily newspapers

THE PRESIDENT of the Board of Trade and the Secretary of State for Economic Affairs have received from the National Board for Prices and Incomes their Report of the investigation made by them into the costs and revenue of national daily newspapers, which had been referred to them on July 25. The Report was published by HMSO on October 19.

The Government are studying the Report. The Board of Trade will have discussions with the International Publishing Corporation Ltd. on the recommendation in the Report that an increase of 1d. in the price of the *Daily Mirror* would not be justified against the current criteria for price increases.

Britain's application to join the Common Market

REFERENCES to the meeting of the EEC Council of Ministers in Luxembourg on October 23 and 24 were made by Mr. Harold Wilson, the Prime Minister, when he answered questions in Parliament on October 24 regarding the progress of Britain's application to join the European Communities. He said that when the Luxembourg meeting was over, the Foreign Secretary would make a statement in Parliament, probably on October 26.

Export Handbook No. 3—Organization for Overseas Marketing

THE THIRD in a series of Export Handbooks, *Organization for Overseas Marketing*, is now published by the Board of Trade. This Export Handbook has a different aim from the first two in the series and is intended especially for use by chief executives and senior management in industry as a guide to the types of organization that may be used to ensure efficient exporting.

Export Handbook No. 3 was prepared at the invitation of the Board of Trade by Professor Elliott Jaques, Head of the School of Social Sciences, Brunel University. In a foreword, Lord Brown, Minister of State with special responsibilities for exports at the Board of Trade, says: 'I hope that everyone concerned with exports will find this book informative and stimulating, and that, although it has been prepared primarily for management, it will commend itself also to teachers of the subject.'

Organization for Overseas Marketing identifies the scope of possible forms of company organization and defines the terms used in exporting. It covers the broad internal organization of a home-based firm and the forms of organization for overseas marketing. The Handbook uses organization models to illustrate the proposals put forward, and includes a practical check-list which can be used as an efficiency gauge by management in industry for reviewing their organizational structure.

Copies of Export Handbook No. 3 – *Organization for Overseas Marketing* are freely available from the United Kingdom Publicity Section, Board of Trade, Information Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2579).

Note:

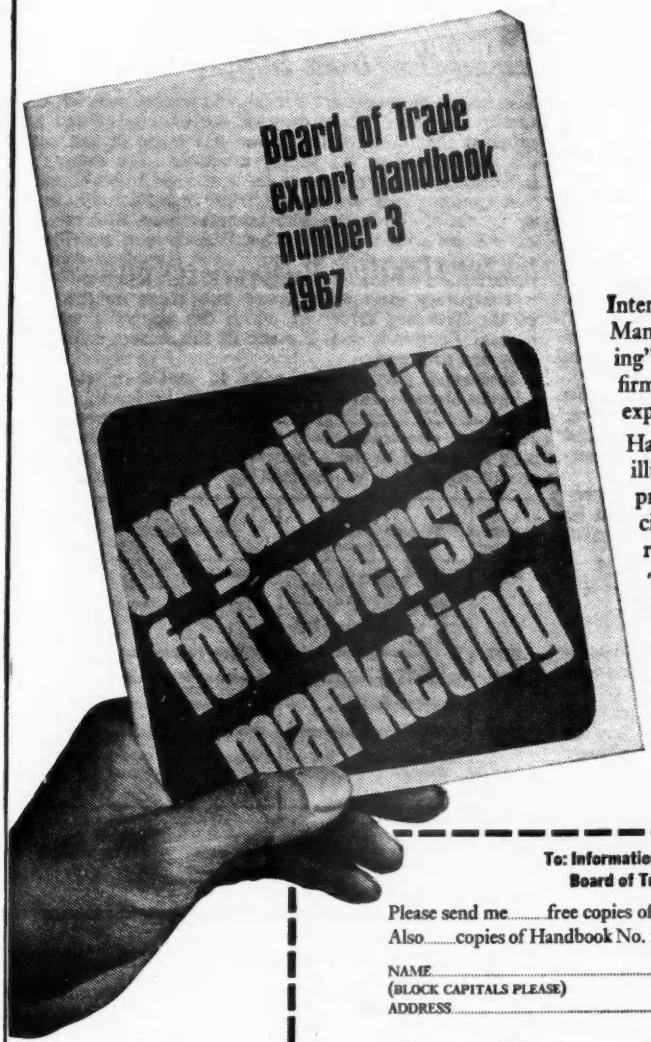
Export Handbook No. 1, *Services for British Exporters* is a comprehensive reference guide to the help available from Government and other organizations. Export Handbook No. 2, *ECGD Credit Insurance and Financial Support Services* details the different form of insurance and financial support available from the Export Credits Guarantee Department.

Since publication in January 1967 over 72,000 copies of Handbooks Nos. 1 and 2 have been distributed to British industrial firms at their own request.

A Third Export Handbook

from the Board of Trade

This one is a guide to the types of organisation that can be used to ensure efficient exporting



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Investment grants

THE BOARD OF TRADE announce that their investment grant offices will be ready from November 1, 1967, to receive applications for investment grants under the Industrial Development Act, 1966, in respect of expenditure incurred between January 1, 1967, and March 31, 1967. Payment on these applications will start as soon as possible after February 1, 1968. These will be the first claims eligible for the increased rates of 45 per cent in the development areas and 25 per cent elsewhere which the Government introduced last December to encourage additional investment during 1967 and 1968.

Notes:

Under the Industrial Development Act, 1966, investment grants may be paid towards capital expenditure on machinery or plant for the manufacturing and ship repairing, construction and extractive industries; and on computers, ships, hovercraft and mining works.

The temporary increase in rates to 45 per cent in the development areas and 25 per cent elsewhere for expenditure incurred between January 1, 1967, and December 31, 1968, was announced by the President of the Board of Trade on December 1, 1966. A survey of investment intentions taken by the Board at that time indicated the possibility of a fall in the volume of manufacturing industry's investment of about 10 per cent below the 1966 level; other estimates, notably those based on the CBI Industrial Trends Inquiry, pointed to a much larger fall.

The latest information published by the Board of Trade on Tuesday, October 17, suggests that manufacturers have revised upwards their investment plans and that the fall between 1966 and 1967 is not now likely to exceed 6 per cent. This suggests that the Government's measures, such as the increased rates for investment grants and the acceleration of payments, are taking some effect.

The following table shows the periods for which claims have so far been accepted and the date when payment of grants started:

Calendar period for Expenditure incurred	Payment of Grants started
January 17, 1966 to March 31, 1966	April 1, 1967
April 1, 1966 to June 30, 1966	July 1, 1967
July 1, 1966 to December 31, 1966	October 1, 1967

£134 million of grant has now been paid, of which £70 million, i.e. more than half, was in the development areas.

The average delay between investment and payment of grant has, as a result of the two measures of acceleration in the handling of claims announced on March 21 and June 14, 1967, been reduced to 12 months as compared with 18 months under the old investment allowance system.

In so far as any additional funds are necessary to meet the programme of payments announced in the notice, Parliament will be asked to provide them through the normal machinery of supplementary estimates.

The Companies Act, 1967

SOME SECTIONS of the Companies Act 1967 come into force with effect from today, October 27. The numbers of the sections and brief details of their implications are given below:

S. 25
S. 30 – Penalization of dealing by directors and their families in certain options to buy or sell shares in, or debentures of, the company or associated companies.

S. 26 – Directors' service contracts to be open to inspection by company's members.

S. 27, 28 and 31 – Obligation of directors to notify company of interests of themselves and their families in shares in, or debentures of, the company or associated companies.

S. 29 – Obligation of company to keep register showing directors' interests.

S. 32 – Powers of Board of Trade in investigation of share dealings.

S. 33 – Obligation of persons holding substantial individual interests in share capital carrying unrestricted voting rights to notify company of acquisition. changes in amount of and disposal of shares.

S. 34 – Obligation of company to keep register showing information furnished under S. 33.

S. 43 and 45 – Ability of limited companies to be re-registered as unlimited.

S. 44 and 45 – Ability of unlimited companies to be re-registered as limited.

S. 48 and Schedule 3 – Revision of fees payable to the Registrar of Companies.

Stamp duty on bearer instruments by usage

THE BOARD of Inland Revenue has issued the following notice:

Consequent upon Section 30 of the Finance Act 1967, bearer instruments by usage are no longer liable to stamp duty under the heading "Bearer Instruments" in Schedule 1 to the Stamp Act, 1891, if they are expressed in the currency of a territory outside the scheduled territories or, where not expressed in terms of any currency, if they represent shares of a company formed or established outside those territories.

Where title to shares has been acquired by delivery of a bearer instrument by usage with the endorsed transfer signed in blank, the completion thereafter of the endorsed transfer will not render that transfer (or a Stock Power representing it) liable to stamp duty.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calender year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 10, 1967.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	1, 6, 7, 8, 9, 14, 15, 16, 17, 17, 18, 18-Dodecachloropentacyclo [12, 2, 1, $1^{6,9}$, $0^{5,13}$, $O^{5,10}$] octadeca-7-15-diene.	Dechlorane + Plus	December 31, 1967	13081
29.07	3 - Chloro - 4 - hydroxybiphenyl	2-Chloro-4-phenylphenol	December 31, 1967	13091
29.22	Benzidine hydrochloride	Benzidine dihydrochloride as 100%.	December 31, 1967	13080
	1-Naphthylamine	As in previous column	December 31, 1967	6316
29.23	*NN*-Di-(2-hydroxypropyl) aniline.	As in previous column	December 31, 1967	13077
	Galactosamine hydrochloride.	Galactosamine hydrochloride assaying 99·5% min.	December 31, 1967	2196

Note: Withdrawal of application

Interested parties will wish to know that the application for temporary exemption from import duty of Melibiose (29.43) published on September 22 (page 668) in the *Board of Trade Journal* has been withdrawn.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 878 of October 13 issue.)*

New I.C.F.C. Export Department for The Smaller British Company

Industrial and Commercial Finance Corporation is further extending the services it provides to the small and medium sized sector of industry by setting up an Export Department.

The Export Department will help all smaller businesses, in particular ICFC's 1,500 existing customers.

The function of the new ICFC Export Department will be to help manufacturers enter the export market or increase their present volume of exports. To this end, ICFC is building up contacts and close knowledge of the many and varied export service companies who can often play a positive and helpful role in establishing the smaller, or inexperienced exporter in world markets.

ICFC's long term financial facilities, together with the specialist facilities provided by the Corporation's associate companies in the field of short and medium-term finance for export credit, added to a wide knowledge of the problems of smaller businesses, means that the ICFC Export Department will be both comprehensive and adaptable and will lead to export performance and faster growth.

ICFC

Enquiries, which will be dealt with in strict confidence, should be addressed to:
Peter Austin, Manager,
Tel: 01-628 4040 ICFC Export Department,
Piercy House, 7, Copthall Avenue, London, E.C.2
or to the Manager of any ICFC Branch office.

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Application for re-imposition of duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty, as from December 30, on the following item which is at present temporarily exempt from duty.

Tariff heading	Description	Reference
24.14	1, 4-Di(chloroacetoxy)but-2-yne	6380

Report on invisible exports

HM TREASURY have announced that the Government welcome the report published by the Committee on Invisible Exports under the auspices of the British National Export Council (see last week's *Journal*, page 964). The announcement stated that:

'The committee has done useful and important work in publicizing the size and buoyancy of our "invisible earnings" (that is, our sales of services to overseas residents) and in detailing the great variety of services, particularly in the financial field, which British firms and other institutions are able to offer their overseas clients. In 1966 the United Kingdom's total earnings from sales of services to overseas customers totalled very nearly £3,000 million compared with rather more than £5,000 million earned by sales of goods; in recent years our net earnings from invisible exports have gone a long way to cover the difference between what we pay out for imports and what we earn from exports.

'The report has also made a useful contribution to our balance of payments statistics by making new estimates of certain invisible receipts, some of which had not been separately identified, and in enlisting the future co-operation of commerce and industry in the continuing process of improving these estimates.

'Those of the committee's conclusions and recommendations which are addressed to Government departments are being carefully considered.'

BEHA welcomes report

MR. PETER ADAMS, chairman of British Export Houses Association, in a statement, warmly welcomes the report of the Committee on Invisible Exports published on October 19.

Merchandise Marks Act, 1926—Origin marks on pre-packed imported meat

THE MINISTRY OF AGRICULTURE announce that a Draft Order in Council, the Merchandise Marks (Imported Goods) No. 7 Order, 1934, Amendment Order, 1967, to change the requirements for marks of origin of pre-packed cuts of imported meat was laid before Parliament on October 23. The recommendations of the Standing Committee in their Report, published on Ocober 26, 1965, have been embodied in this Draft Order.

Copies of the Draft Order, price 5d. (by post 8d.) and the Standing Committee's report on Pre-packed Cuts of Imported Meat (Cmnd. 2788), price 1s. 3d. (by post 1s. 6d.), may be obtained from HMSO, Atlantic House, 49 High Holborn, London, E.C.1, and branches, or through any bookseller.

Latest issue of 'New Technology'

THE OCTOBER issue of *New Technology*, published last week, contains a major article describing the work of the Ministry of Technology's National Engineering Laboratory in East Kilbride in testing model pumps for the State of California that will push 2000 millions gallons of water every day up a 2,000 ft. mountain. The article also describes the facilities available to help maintain the technical excellence of British products in the face of growing international competition.

Other articles in *New Technology* describe the work of the Ministry's industrial liaison officers and a cost-saving operation being undertaken for the timber-drying industry by the Ministry's Forest Products Research Laboratory.

New Technology is published monthly by the Ministry of Technology with the co-operation of the Central Office of Information. It is obtainable on application to the Central Office of Information, Hercules Road, Westminister Bridge Road, London, S.E.1.

Pit closures in Derbyshire

AT A MEETING with Mr .George Darling, Minister of State, Board of Trade, on October 20, representatives of Derbyshire County Council and other Local Authorities and local MPs discussed the effect of pit closures on local employment and ways in which the Board of Trade might be able to help in the provision of additional employment opportunities for ex-miners in the areas affected.

The Minister explained that each application for an industrial development certificate would have to be considered on its merits in the light of the Board's statutory obligations towards the development areas where there were also places likely to be seriously affected by pit closures. But he assured the local representatives that full account would also be taken of actual and prospective local unemployment problems in the Notts/Derby coalfield area and that at the present time the Board of Trade would expect to approve applications for industrial developments which were appropriate to the needs and resources of places directly affected by pit closures.

DEA Broadsheet on employment in Europe

THE DEPARTMENT of Economic Affairs announce that Broadsheet No. 15 is now available. It is the fourth in the series called 'Looking at Europe', and its title is 'Employment in Europe'. This broadsheet compares the kind of work done by people in the United Kingdom and the six EEC countries. It also looks briefly at the conditions of women workers, hours and holidays, unemployment, social security and the movement of migrant workers in the EEC.

Accidents at work

'THE TIME LOST through industrial injury and industrial disease is over 23 million days, compared with about two million days lost through strikes,' said Mr. Ray Gunter, Minister of Labour, at a a luncheon given by the Confederation of British Industries during a conference on industrial safety. 'It is primarily to employers as a body and individually that we must look for an improvement in the position,' continued Mr. Gunter. 'In building up national and industry level organizations and policy, none of us must lose sight of the ultimate objective, a safe workplace and a safety-conscious work force. This is a task which, in the name of humanity and from sheer economic necessity we must vigorously pursue.'

Investiture of the Prince of Wales: souvenirs competition

A COMPETITION to encourage the production of well-designed souvenirs to commemorate the Investiture of HRH the Prince of Wales in 1969 is being arranged by the Welsh Office and the Council of Industrial Design in association with the Welsh Tourist Board. A judging panel, which will be chaired by the Earl of Snowdon, will award certificates to the manufactures of those souvenirs, which reach a sufficiently high standard of design.

A leaflet giving details of the competition will shortly be available from the Council of Industrial Design, 28 Haymarket, London, S.W.1. The closing date for submissions for the competition is September 30, 1968, and it is expected that judging will be complete by October 31, 1968.

Soviet wool leaders as IWS guests

A TOP-LEVEL wool textile delegation from the Soviet Union began a tour on October 23 to see International Wool Secretariat operations in seven western European countries. Headed by Mr. P. V. Zheltov, Vice-Minister of Light Industry for the Russian Republic, the delegation's visit follows contacts established last year by a visit of an IWS delegation to the USSR and, more recently, by the secretariat's highly successful participation in the Moscow International Clothing Exhibition.

After an introductory briefing at IWS headquarters in London, the delegation will be taken on a round of research establishments and textile mills in the United Kingdom, France, Belgium, Italy, Germany, Holland and Sweden.

ISO paper sizes in the public service

LAST WEEK'S official announcement (see last week's *Journal*, page 961) of the Government's decision to use International Standard Organization (ISO) sizes generally for its stationery and forms has stimulated interest in this metrically-based range of paper sizes.

In contrast to the traditional British range – if such a definitive term can be applied to the picturesquely haphazard collection of 30 or 40 sizes in common use – ISO paper sizes are severely logical. The basic size is 841 x 1189 mm., one square metre. This is designated AO. Smaller sizes (A1, A2, A3, etc.) are derived from AO by progressive halving, but – and this is the significant feature of the ISO range – the proportions remain uniform, i.e. 1: 2 or 1: 1.414. The sizes in most common use for stationery and correspondence purposes are the A4 (broadly equivalent to foolscap, but slightly wider and shorter), and the A5, half the A4 size.

The subsidiary B series – intended primarily for larger printed items such as posters, wall charts, etc. – starts from a basic sheet (BO) of 1000 x 1414 mm. Again the same proportions are retained, each B size falling mid-way between the A sizes. There is also a C series falling mid-way between A and B but this is intended for envelopes rather than paper sizes.

These ISO sizes are the final trimmed sizes; papermakers' 'raw' or master sizes have to be a little larger to allow for trimming. There is an ISO recommendation (R.478) on untrimmed stock sizes for the A series. These are designated RA and are suitable for printed work needing a normal trim. For bled work and certain other purposes larger master sizes are needed and agreement has now been reached on a supplementary series to allow for this.

ISO sizes are popular abroad, particularly in Europe. In Scandinavia they account for 90 per cent of the stationery usage. Altogether 28 countries have issued material standards incorporating ISO paper sizes and in some countries their use is mandatory.

The Stationery Office introduced ISO sizes for Government letterheads in 1959, and has since then been a very large user of the A4 and A5 sizes for these purposes. The decision to extend existing practice generally entails a major piece of planning. The Stationery Office buys annually on behalf of the public service more than 60,000 tons of paper at a cost of £6½ million. A great deal of this will eventually be purchased in ISO sizes although it will be some years before the full effect of the changeover is felt. The writing, typing and reproduction papers which are issued unprinted to Government departments can be changed relatively quickly since most standard office machines will readily accept 'A' sizes. For example, the 'foolscap' typewriter will take paper up to 11in. wide and most standard reprographic machines will take paper up to 14in. x 9in. Similarly, most file covers and filing cabinets are designed for foolscap. All these will take A4 without difficulty. The change to ISO sizes in Government purchasing of such 'cut-size' papers is therefore expected to be virtually complete within the next year to 18 months.

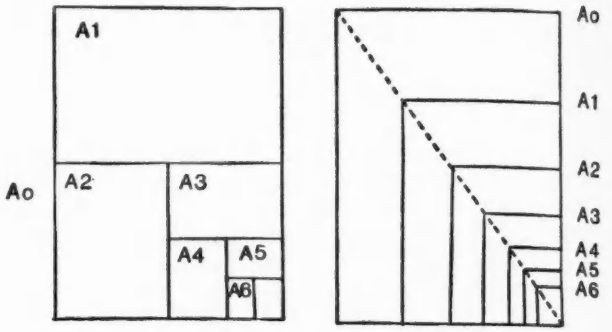
In the other major area affected by the Government's decision – i.e. printed forms – progress must necessarily be slower. New forms will be designed wherever possible in ISO sizes from the outset but there is a great deal of re-designing, which will take time to be done for many existing forms. Contractual commitments and the value of stocks and standing type also complicate the change. But the public may begin to notice the change within a few months, and it will gather momentum thereafter, although it will be some years – perhaps five – before the process is complete.

What factors influenced the Government decision? The immense volume and variety of Government needs does not encourage change for its own sake, and in the short term this will involve many difficulties. But in the long term there are obvious practical advantages in handling, filing and storage. The Stationery Office, for example, hopes to be able drastically to reduce its present range of sizes and this saving of storage space and capital tied up should be reflected in departmental stockholdings throughout the public service. Furthermore, rationalization of paper sizes is complementary to the now nearly complete standardization of Government envelope sizes in preparation for the introduction next July of the 'Post Office preferred' range. Two of the most popular ISO envelope sizes (DL and C6) fall within the POP range and these are the envelopes which usually enclose the two most common 'A' sizes, A4 and A5.

The long term domestic advantages alone are cogent, but Government support of ISO sizes is more broadly based. It is fully in line with the Government's intention, announced by the President of the Board of Trade in 1965, that the country's primary system of weights and measures shall in time be metrically based, using internationally recognized standards wherever possible. Equally important, it accords with the policy, set out in the White Paper *Public Purchasing and Industrial Efficiency* (Cmnd. 3291), to reduce the variety of public purchasing in order to assist industry towards greater efficiency, lower costs and bigger exports. Others have also been active in this field, and the extended Government use of ISO sizes has been warmly welcomed by the British Standards Institution which, together with the CBI and the papermaking and printing industries, has been working towards similar objectives.

British paper sizes do indeed offer a fruitful field for variety reduction. Many large firms and organizations are already using ISO sizes. Last week's announcement gave the campaign for their general adoption a powerful send-off. Success will follow if other major paper buyers who may still be hesitating decide that now is the time to follow the Government's lead.

A SIZES



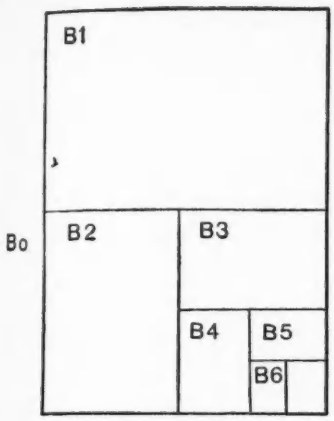
The principal series in the ISO range is the A. The basic A0 sheet is 841 × 1189 mm. (33.11 × 46.81 ins.) The most commonly used sizes are: A4=210 × 297 mm. (8.27 × 11.69 ins.) A5=148 × 210 mm. (5.83 × 8.27 ins.). These readily fit in the ISO C6 and DL envelopes, seen opposite.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

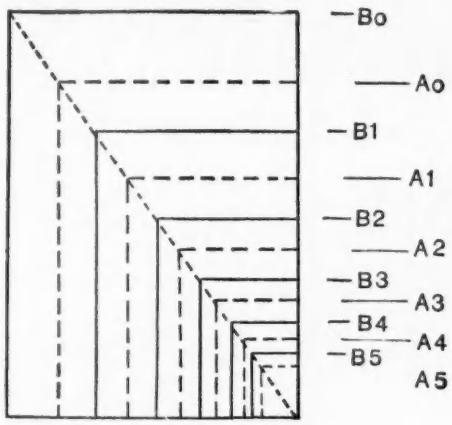
Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (City 3718).**

B SIZES



A AND B

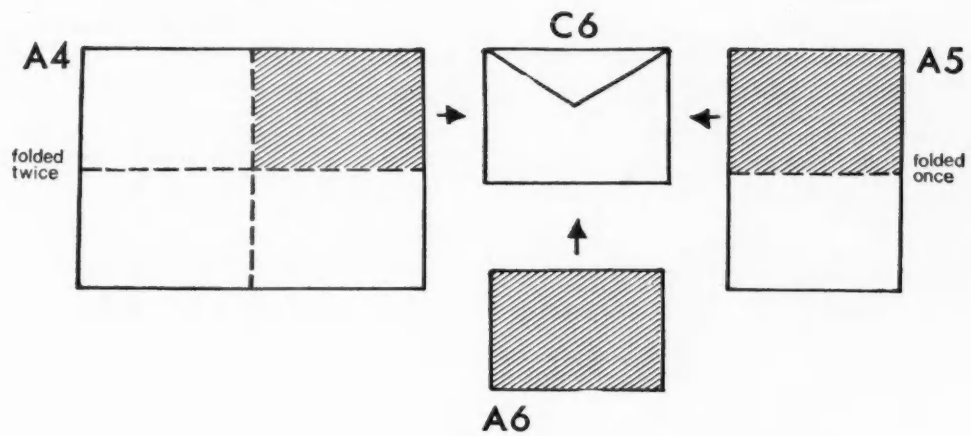


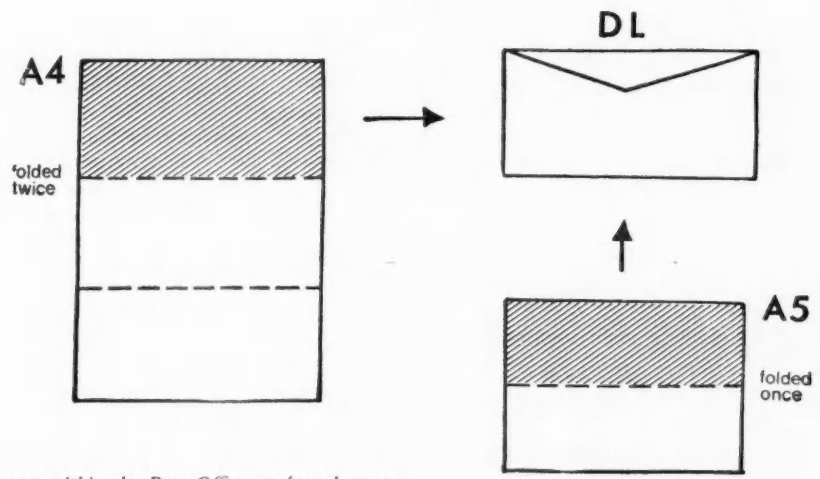
The basic B0 sheet is 1000 × 1414 mm. (39.37 × 55.67 ins.) This is larger than the A0, and the subdivisions form an intermediate range with the A series. The B series is not readily compatible with the smaller ISO envelopes and is not therefore as suitable as the A series for stationery and forms.

The A and B series together provide a wide choice of size.

C SIZES

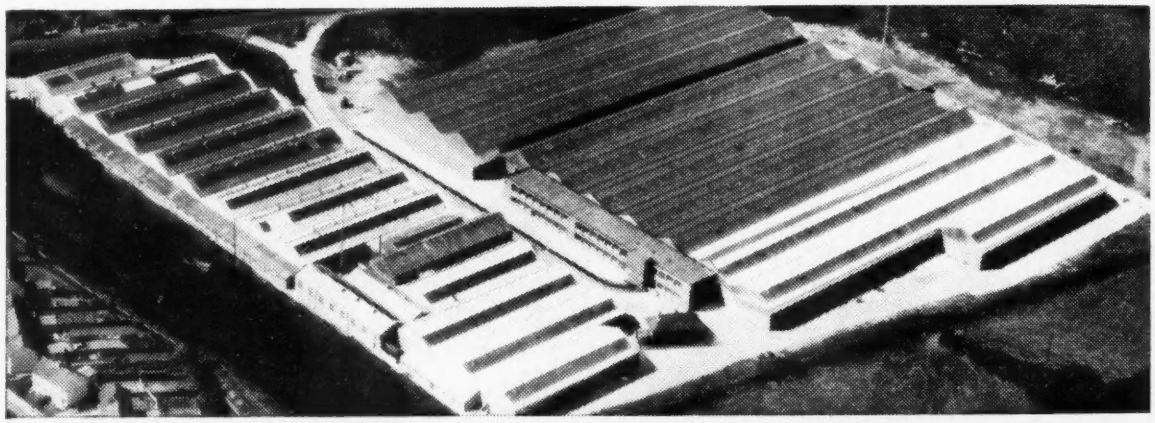
The C series lies between the A and the B. The basic C0 sheet measures 917 × 1297 mm. This series is used solely for enevelopes in which there is a complete ISO range. The two ISO size envelopes most commonly used for the transmission of 'A' size stationery are the C6 and the DL (from the otherwise obsolescent D series). They are: C6=114 × 162 mm. (4.49 × 6.38 ins.) DL=110 × 220 mm. (4.33 × 8.66 ins.) and can be used in the following ways:

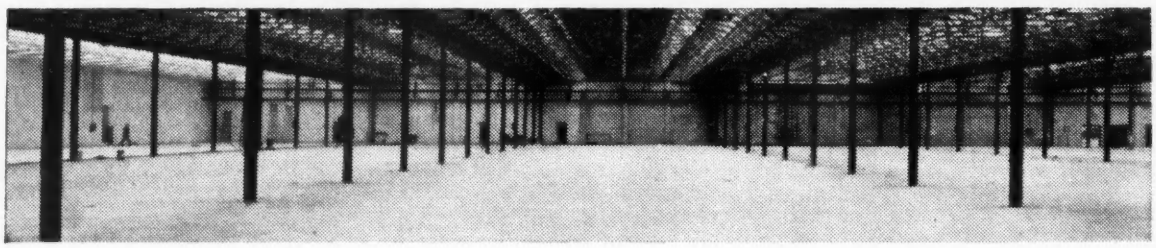




Both of these envelopes are within the Post Office preferred range.

Freehold Modern Factory Complex
for Sale or Lease
Londonderry, Northern Ireland





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Visits by British Overseas Commercial Representatives during the period November 1967 to January 1968

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months:

1. IVORY COAST (Abidjan)	W. H. LAMPORT	Second Secretary (Commercial)	January 1968	In present post since 1965
2. LUXEMBOURG	D. F. BALLENTYNE	First Secretary (Head of Chancery)	December 1967	In present post since 1965
3. MALAYSIA (Kuala Lumpar)	J. D. W. FORD	Second Secretary (Commercial)	November/ December	In present post since 1963

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate Office for Northern Ireland, were listed at page 878 of the *Board of Trade* Journal of October 13, 1967). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Birmingham sales drive in South Africa

ON OCTOBER 21 16 Midlands businessmen left Birmingham as members of a selling mission to South Africa, organized by the Birmingham Chamber of Commerce and Industry.

During their two week visit the group are calling in Johannesburg, Durban, Cape Town and Port Elizabeth. In these centres each member is carrying out an individual programme of business calls. Some of the party already have business contacts in South Africa and are calling on agents as well as customers old and new. Other members are tackling the market for the first time and all are anxious to expand their business in South Africa – which is now Britain's second largest overseas market. Only the United States takes more British goods.

London Chamber trade mission wins Caribbean orders worth £5 million

THE LONDON CHAMBER OF COMMERCE trade mission to the Caribbean has won orders worth £5 million, and negotiations are in progress for further substantial orders. This was announced by the leader of the BNEC sponsored mission, Lord Macpherson, on October 19. Lord Macpherson said that it was probably the London Chamber's most successful trade mission to date.

A three week tour of Jamaica, Trinidad, Guyana and Barbados was carried out by the mission from September 23 to October 12, when meetings with leaders of government and industry were undertaken as well as individual programmes. The 20-strong mission included representatives of the Board of Trade and the Commonwealth Development Corporation for the first time.

The sales were won in a wide range of products and services including construction, agricultural machinery, vehicles, cables, fire fighting equipment, steel, engineering, paper products and ropes.

A series of five articles on exporting to the Caribbean appeared in the *Board of Trade Journal* during September.

London Chamber mission for Hungary

A STRONG London Chamber of Commerce trade mission left on October 26 for a week's visit to Hungary. The mission, which is being led by Lord Erroll, is going at the invitation of the Hungarian Chamber of Commerce.

Prospects for increased trade with Hungary are very bright, say the Chamber, and it is expected that the economic reforms due to take effect on January 1 will increase opportunities for two-way trade. During their visit the mission will be having discussions with the Ministry of Foreign Trade, the Ministry of Metallurgy, the Ministry of Heavy Industry, the State Office for Technical Development as well as the State Bank, the Foreign Trade Bank and the Hungarian Chamber of Commerce. Among the topics to be discussed will be technical co-operation and licensing agreements as well as the effects of the reform of the economic management system.

Electronics export mission off to Sweden

THE FINAL reduction of tariffs in EFTA at the beginning of 1967 prompted the Electronics Economic Development Committee to examine the market for electronic products in the various EFTA countries and in Sweden in particular. An examination of the imports into Sweden showed that the United Kingdom share for most products (with the outstanding exception of radar and navigational aids) was well below that of our two major competitors – the United States and Germany – and in many cases below that of other countries as well.

As a result the EDC decided to send to Sweden a small top level mission, representing a broad cross section of the United Kingdom electronics industry, with the object of helping the industry to increase its exports to Sweden. The mission led by Group Captain Fennessy left on October 22 and has spent five days in Sweden.

From its discussions the mission hopes to establish those areas where the opportunities for an expansion of United Kingdom exports are most favourable; identify where British competitiveness could be improved in order to make the most of those opportunities; and see how the British share of imports in all sectors of the Swedish market might be improved. Finally as Swedish customers are well known for their competence in selecting the right product, the mission hopes to learn a great deal which could be applied to other markets throughout the world.

On its return the mission is reporting on its findings to the EDC, and will consider what follow-up action is necessary.

Lady Tweedsmuir joins BNEC Canada

LADY TWEEDSMUIR, at present in Canada as deputy leader to her husband of the London Chamber of Commerce trade mission to Quebec and the Maritimes, has been appointed a member of the BNEC Canada Committee by the chairman, Sir Peter Allen.

British trade drive in Denmark

A PROMOTIONAL LEAFLET giving details of the British Trade drive in Denmark which is being mounted from April to June next year has been published by the British National Export Council. The British promotions, which will cover both the capital and consumer goods field, are being sponsored by BNEC Export Council for Europe and the Board of Trade. An article on the trade drive appeared on page 649 of the September 15 issue of the *Journal*.

Copies of *British Trade Drive in Denmark* may be obtained from the British National Export Council, 6-14 Dean Farrar Street, London, S.W.1.

Aviation and Shipping

Mr. Darling sees deputation on Leith Docks

A DEPUTATION consisting of representatives of the Leith Chamber of Commerce, the Leith Dock Commission, the Scottish Trades' Union Congress, and the Transport and General Workers' Union and led by Mr. James Hoy, the Member of Parliament for Leith, called on Mr. George Darling, Minister of State, Board of Trade, on October 18. The object of the deputation was to state the case for the designation of the Leith Docks as a development area in order that industry within the dock boundaries might qualify for investment grants at the higher rate and for the Regional Employment Premium.

Members of the deputation gave a full account of the effect on industrial development within the Leith docks of the absence of development area benefits, and in particular of exclusion from the Regional Employment Premium. They stressed the anomaly of Leith's position as the only port in Scotland outside the development area and suggested that this was inconsistent with the financial assistance which the Government had given for the modernization and development of the port. They also drew attention to the disadvantage which Leith docks would experience in being the only port without development area status in the new Forth Ports Authority. The Minister of State explained the objectives of the Government's regional policies and referred to the pressing needs of the development areas as at present designated. While in the Government's view there could be no weakening in this priority, the Minister recognized that Leith Docks had a number of special problems. He undertook to look into certain of the specific issues which the depuation had raised, particularly the problem of the ancillary industries within the docks. The Minister indicated that the Government had set up a committe under Sir Joseph Hunt to study the problems of certain places outside development areas, such as Leith.

New apprentice technician scheme in ATC telecommunications

TO MEET the growing needs of the Telecommunications Branch of the National Air Traffic Control Services, the Civil Aviation Signals Training Establishment of the Board of Trade last month initiated a new apprenticeship scheme at Bletchley, Bucks. Until recently recruitment of trained staff to the Telecommunications Branch was sufficient to keep pace with the growth of the service, but with the ever-increasing volume of air traffic there is a need to ensure that future staff requirements will be met.

The new scheme provides for an annual intake of 30 Apprentice Technicians, although it is hoped to double this figure by 1969. For the first 21 months of the three-year course the apprentices will learn practical electronics and techniques used in aviation ground technical equipment, as well as studying for the Ordinary National Certificate in Engineering at the Wolverton College for Further Education. The remaining 15 months will be served at various airports and air traffic control centres throughout the country, gaining practical experience in maintaining the operational services. Apprentice Technicians completing the course satisfactorily will become Radio Technicians, leading to the various grades of Telecommunications Technical Officer, depending upon their own efforts and further study.

The National Air Traffic Control Services employ a staff of 550 Radio Technicians, 650 Telecommunications Technical Officers, and 175 Professional Engineers in the Civil Aviation Telecommunications Branch. This Branch is responsible for the planning, provision and maintenance of the ground radio communications, radio navigational aids and radars at all main international airports and air traffic control centres in the United Kingdom.

Change in commercial practices with containerization

SPEAKING AT THE luncheon of the International Cargo Handling Co-ordination Association Conference in Birmingham on October 19, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said that 'we in the Board of Trade are actively concerned in the study of the adaptation of certain of the commercial procedures which the development of unit transport, and particularly the groupage of container loads, will cause. We have been at some pains to obtain the views of the various commercial interests on this matter and we shall continue to keep in touch with them. There is little doubt that some commercial practices will have to change, but we believe the interests affected are sufficiently aware of this.

'The Board of Trade, Chambers of Commerce and, indeed, ICHCA, all exist to provide a service to help shippers. I hope you and your colleagues will make use of us to improve the productivity and competitive standards of our overseas freight transport.'

Record ship exports

BRITISH SHIPBUILDING exports (ship deliveries) for 1967 are expected to reach a value of £55 million/£60 million – the highest annual total on record.

This was announced in London on October 19 by Mr. Michael Scott who had been re-elected president of the Shipbuilders and Repairers National Association earlier in the day. He spoke of widespread changes in the shipyards, and warned that more orders would be required to support full employment of the industry in its new form.

Mr. Scott also called for 'positive action' on reducing the price of steel for shipbuilding.

At the association's annual meeting on the same date Mr. Robert W. Johnson (chairman of Cammell Laird & Co. (Shipbuilders & Engineers) Ltd.), and Sir John Hunter (chairman of the Swan Hunter Group) were re-appointed vice-presidents.

The association's Executive Council also announced that as from January 1, 1968, Mr. N. A. Sloan, QC, at present deputy director, will be appointed joint director with Mr. R. B. Shepheard. Mr. Shepheard will be retiring in the autumn of next year.

Shipbuilding Industry Board appoints a director

THE SHIPBUILDING Industry Board have appointed Mr. Barry Barker, MBE, MA (Oxon.), FCIS, AMBIM, as director of the board. He will take up his duties on November 20, 1967.

The first BAC One-Eleven Rolls-Royce powered twin-jet airliner for operation in South America was handed over to Mr. W. J. Reynal, managing director of AUSTRAL of Argentina, by Sir Geoffrey Tuttle, vice-chairman of BAC's Weybridge Division, on October 12 at British Aircraft Corporation's Civil Flight Test Centre at Wisley, Surrey.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

MONDAY, OCTOBER 23

Dangerous toys

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replying to a question on the import of dangerous toys from Czechoslovakia and Hong Kong, said that action had already been taken by the Home Secretary to secure the withdrawal from sale of the dangerous rattles, which were the toys concerned and that the importers concerned would ensure that, in future, any rattles they imported were safely designed and made.

Answering a further question, on the setting up by the President of the Board of Trade of an appropriate body to supervise the import of toys, Mrs. Dunwoody replied 'No. The Board uses its powers to control imports only for broad economic or commercial purposes. Questions affecting the safety of consumer goods are for the Secretary of State for the Home Department.'

Retail trade turnover in specified areas

A Member asked for the latest figures of the turnover of retail trade in £s per head in England and Wales, Nottinghamshire, Nottingham, Mansfield, Alfreton, Hucknall, Sutton-in-Ashfield and Kirby-in-Ashfield, respectively. Mr. George Darling, Minister of State, Board of Trade, replied that in the Census of Distribution for 1961 retail trade turnover per head of the population in the areas listed was reported as follows:

England and Wales	163
Nottinghamshire[1]	157
Nottingham	223
Mansfield	265
Alfreton (Derbyshire)	144
Hucknall	142
Sutton-in-Ashfield	127
Kirkby-in-Ashfield	106

The figures relate to returns received, i.e., they do not include any allowance for non-response (estimated as an addition of 7½ per cent for Great Britain as a whole).

[1] The Administrative County with the County Borough of Nottingham.

Imports of honey

Mr. Anthony Crosland, President of the Board of Trade, was asked if he would state the quantities of honey imported from China and Australia respectively, during the first six months of 1967 and 1966, respectively; and what reply he had given to representations from the Australian interests involved. The President gave the following information:

	Jan.-June, 1966		Jan.-June, 1967	
	Cwts.	£'s	Cwts.	£'s
U.K. Code 06136: Honey-natural:				
World . .	136,505	821,122	144,696	793,517
Australia .	67,750	333,675	47,290	247,255
China . .	426	1,783	13,886	49,658

No representations from Australian interests have been received.

Hire purchase legislation

Replying to a question on progress in the consideration of the possibility of legislating for compulsory rebates for early settlement of hire purchase and credit-sales agreements, the President said: 'I would not expect to legislate on this point, if it proved to be practicable to do so, except as part of a general revision of hire purchase legislation. This is not at present contemplated.'

Costs of Monopolies Commission reports

A Member asked what was the estimated cost of the Monopolies Commission's inquiry into the services of estate agents and what provision was made for defraying the costs incurred by estate agents in dealing with the Commission's inquiries. Mr. George Darling answered that it was not possible to estimate the cost to public funds of a particular investigation by the Monopolies Commission, but a summary of the Commission's annual expenditure was given each year in the Annual Report by the Board of Trade on the operation of the Monopolies and Mergers Acts.

Section 8 (4) of the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 provided for payment by the Commission of the expenses of witnesses and persons furnishing returns or estimates or other information, but the Commission were expressly prohibited from making such payments in connection with the inquiries in which they found that monopoly conditions prevail.

EEC membership and the textile industry

The President, asked what consideration he was giving to the effect of entry to the European Economic Community on the textile industry; and whether safeguarding the interests of the textile industry was regarded as a matter for negotiation with the European Economic Community before entry; replied: 'I am considering this issue with the Textile Council and the Textile Council Imports Commission and will take full account of the interests of the textile industry during the negotiations.'

Development Areas

Asked what plans he had for implementing the recommendation of the South West Economic Planning Council that the Government should continue to make every effort to maintain and extend the number of jobs available in West Cornwall, as contained in paragraph 426 of the Council's recent report. Mr. George Darling said that the issues raised by the Council were under close consideration by the Government. Meantime, Board of Trade powers would be used to the full to assist the creation of employment in the area.

A Member inquired what steps were being taken to provide more jobs for young people in South Monmouthshire, following the disclosure in the February-March 1967 report travelling public, he would make a statement. of the South Monmouthshire Youth Employment Committee that in July 1967 there were, in addition to the statistics of registered unemployed shown in the report, 109 boys and 109 girls registered, of whom 128 were school-leavers, with only three unfilled vacancies in the area. Mrs. Gwyneth Dunwoody said: 'I am aware of the problem referred to. Young people should benefit from developments taking place in the area and I would welcome the creation of suitable additional employment opportunities. Where we can actively assist, as in the Development Area, I should be willing to do so.'

Answering a question on the number of persons employed in Scotland in advance factories whose building was announced after October 16, 1964, Mr. George Darling said, 696 persons were employed at the last count in August 1967.

Disaster to Comet 4 airliner

The President was asked to make a statement on the disaster which occurred on Thursday, October 12 to the Comet 4 airliner in the Mediterranean off the Turkish coast. He said: 'As the House knows, a Comet aircraft belonging to British European Airways met disaster early on the morning of October 12 during a flight from Athens to Nicosia. The aircraft, which was carrying a crew of seven and 59 passengers, is believed to have been flying at a height of 29,000 feet in clear weather and was about 100 miles east of Rhodes when the accident occurred. The accident is being investigated by my Accidents Investigation Branch and a team of investigators was at once sent to the area when the news of the accident was received. The investigation is continuing.

'So far the bodies of 51 of the victims have been recovered. The whole House will, I know, wish to join me in expressing sympathy with the relatives and friends of those who lost their lives in this tragic disaster.

'The House will also join me in expressing gratitude to the crews of the ships and aircraft of various nationalities who joined in the search operation.'

Privately owned aircraft

Asked how many privately owned aircraft and privately owned helicopters were currently licensed for flying from aerodromes in the United Kingdom; and what were the corresponding figures for 1962, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied that aircraft which were not engaged in public air transport operations did not need a licence in order to use United Kingdom aerodromes. Approximately 650 privately owned aircraft and 13 privately owned helicopters held current British Certificates of Airworthiness. The corresponding numbers at the end of 1962 were approximately 500 and five. These figures did not include aircraft owned by airlines or flying clubs and groups.

Aldergrove air terminal

A Member asked whether the President was satisfied with the facilities provided for the setting down and taking up of passengers by motor cars at Aldergrove air terminal in County Antrim; what plans he had for their improvement; and if, in the interests of the

Mr. J. P. W. Mallalieu replied that when the road works now proceeding in front of the terminal building were completed during this coming winter, the facilities for the setting down and taking up of passengers should be fully adequate for the forecast traffic.

Business in Rio? Speak to the specialists

Begin by speaking to
Mr. Peter Butler (London, 01-248 9822).
Or Mr. Tom Currie (Birmingham, Central 4021).
Or Mr. Alan Fea
(Bradford 25963).
Or Mr. George Bissenden
(Manchester, Central 3155).
Or Mr. George MacCulloch
(Glasgow, City 5393).
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BRITAIN'S ONLY BANK IN LATIN AMERICA, SPAIN AND PORTUGAL

New Books

Overseas Investment – Why and How. (30 pages. Confederation of British Industry, 21 Tothill Street, London, SW1. 5s.). In 1965 the CBI commissioned an independent inquiry by Mr. W. B. Reddaway, director of the Department of Applied Economics at Cambridge University, into the effects of direct outward private investment on the United Kingdom balance of payments and on the United Kingdom economy generally. The first published results of that inquiry appeared in March 1967, as *Effects of United Kingdom Direct Investment Overseas: an Interim Report* (Cambridge University Press, 25s.). It dealt mainly with the effects on the United Kingdom balance of payments of investment overseas in manufacturing and extractive industries; a final report due to be published in 1968 will treat more fully the broader effects of such investment on the economy. Meanwhile the CBI has issued this booklet to make known its own views on these broader economic effects; and to point out the implications of these effects and of the Reddaway interim report's conclusions, as the CBI sees them, for Government policy and for industry. The main lesson for industry to which attention is drawn is that there is a wide gap between the most profitable and least profitable investments overseas, so that the country would benefit from more critical choice of overseas investment and more sustained attention to its performance. Included in the booklet is a check-list of the main questions which boards of directors should consider when looking at proposals for overseas investment in new projects.

The Brain Drain. Report of the Working Group on Migration of the Committee on Manpower Resources for Science and Technology (Cmnd. 3417). (133 pages. 11s., by post 11s. 7d., from HMSO and Government bookshops). The number of young engineers, technologists and scientists who have emigrated from Britain has substantially increased since 1961. The net loss – taking into account those who have since returned and new immigrants to Britain – has risen from nil in 1961 to about 2,700 in 1966. 'The right solution', says the Working Group, 'is to create more challenging opportunities, particularly in industry, for talented people'. It recommends that scientists and technologists should have a greater say in the management of industry; that the resources devoted to research and development should be more effectively used; that greater mobility could be encouraged by granting transferable pension rights and in other ways; that there should be closer contacts between industry and the universities so that ideas can be more easily exchanged; that universities themselves might stress the practical end of scientific and technological training; that more information be obtained about emigrants; and that the Government should sponsor a determined campaign to recruit scientists and technologists in North America for British industrial undertakings. The report concludes with a very helpful bibliography.

The French Market. *Contimart Report 25.* (97 pages. Contimart Ltd., 8 Gate Street, Lincoln's Inn Fields, London, WC2. £15 15s., post free). This report is the latest issued in a series on European markets. It is based on the study and interpretation of existing published statistical and economic material and on discussions with economic and marketing executives in France. A detailed survey is presented covering population, economy, external trade, economic and social policies, consumer earnings and expenditure, distribution and advertising. A section on establishing a business is also included. Numerous statistical tables are provided and the sources from which the data is extracted are given. A great deal of information in an accessible form is contained in this publication and it will be of assistance to exporters who wish to make a primary investigation into possible markets in France.

Two pamphlets have recently been issued by the International Chamber of Commerce on marketing research in the context of international marketing. They are **Export Marketing Research** and **How Marketing Research Helps Developing Countries.** (28 pages and 36 pages. British National Committee, International Chamber of Commerce, High Holborn House, 52-54 High Holborn, London, WC1. 4s. 6d. each, post free). Both publications, which are based on internationally contributed case-study data, are mainly intended for management in industry (as the user of marketing research) rather than for research practitioners. The first is directed at the businessman without marketing research facilities within his own firm, and summarizes briefly the essential principles which should help him choose the most suitable type of organization for his particular export problem. The second provides a fuller survey of the scope of marketing research in elementary terms including market assessment and consumer research, attitude and advertising research, distribution channels, and product and package testing.

National Research Development Corporation. Eighteenth Annual Report and Statement of Accounts 1966-67. (70 pages. 5s. 9d., by post 6s. 3d., from HMSO and Government bookshops). A total of 184 development projects were being supported by the National Research Development Corporation at the end of March 1967, 69 more than a year previously. This expansion is due to the legislation which in 1965 raised the Corporation's borrowing powers to £25 million. Besides encouraging the industrial exploitation of inventions made at Government laboratories and universities and helping the private inventor, NRDC is becoming increasingly involved in supporting industry in its own projects. These range from developing inventions and new technology to projects involving production techniques and the setting-up of facilities for the manufacture of new inventions. A major innovation during the year was a new type of incentive scheme which NRDC is managing on behalf of the Ministry of Technology. The scheme is designed to encourage the wider use of numerically controlled machine tools by enabling users to install machines for a trial period and return them to the suppliers if they prove unsuitable. The Report says: 'It is possible that schemes of this kind will be extended to other advanced manufacturing equipment with support from either NRDC or an interested Department'. The NRDC now has 762 licenses, and last year examined 1,899 development proposals, the greatest number ever received in one year.

Industrial Public Relations, by Paul I. Slee Smith. (210 pages. Business Publications Ltd., 40s.). The function of the public relations man in modern manufacturing industry is the subject of this book by a man who was for 20 years publicity manager for a major British firm. It examines all aspects of his work, with particular emphasis on the integration of public relations with modern marketing practice. In addition to describing the various public relations activities themselves, the author pays particular attention to the organization of internal public relations departments and the use of outside consultancies – covering budgeting, selection of staff, and the choice of the ideal consultancy. The author sets out to dispel the idea that public relations is primarily the concern of the large company or public corporation, and includes a chapter on public relations for the small firm. Communication is also the subject of two books from the United States now made available by British publishers. **Effective Communication in Business,** by Robert R. Aurner and Morris P. Wolf (5th edition, 644 pages. Edward Arnold, 40s. paperback edition, 65s. hardback edition) covers the whole field of communication in business with particular emphasis on its relationship to sound management. **The Modern Sales Manager's Secret Weapon,** by Frank A. Armstrong, 176 pages. Business Publications Ltd., 35s.) deals with the more limited field of communication between management and salesmen.

Quality Control, by G. Mort. (80 pages. Library Association, 7 Ridgmount Street, London, W.C.1. 24s.). This pamphlet is a recent addition to the publisher's *Special subject lists* series. The purpose of this bibliography is to guide the reader through the recent significant English language material on the subject of quality control. The compiler has restricted his choice of periodical articles to those published during the last five years, but sensibly has cast his net over a wider period for books. The bibliography is well arranged, starting with a general section, followed by sections on practice in various countries, control charts, acceptance sampling, and then practice in various industries. There is an author index but a subject index would have been more useful, for the user cannot readily find all references on, say, zero defect schemes, or the PRIDE (programmed reliability in design) system.

Storage and Control of Stock for Industry and Public Undertakings, by A. Morrison. (273 pages. Pitman, 35s.). This book was written at the request of the Purchasing Officers' Association. It is intended mainly for the benefit of students and so an effort has been made to touch upon all aspects of storage and stock control, including departmental organization, physical storekeeping, accounting and recording. In this second edition a number of minor alterations and additions have been made to bring the original subject matter up to date. The most important change is the inclusion of a new chapter on developing techniques, which is intended to give students some understanding of the application of operational research, value analysis, vendor rating and automation to stores work.

Other publications

DIGEST OF PORT STATISTICS, 1967. 271 pages. National Ports Council. 284 pages. 45s., by post 46s. 6d., from HMSO and Government bookshops.

FAMILY EXPENDITURE SURVEY REPORT FOR 1966. Ministry of Labour. 100 pages. 22s. 6d., by post 23s. 2d. from HMSO and Government bookshops.

MEAT. A Review of Production, Trade, Consumption and Prices relating to Beef and Veal, Mutton and Lamb, Pig-meat, Poultry-meat, Offals, Canned Meat. No. 17, 1967. Compiled in the Commodities Division of the Commonwealth Secretariat. 151 pages. Available from the Commonwealth Secretariat, Commodities Division, 10 Carlton House Terrace, London, S.W.1. 30s., by post 31s. 6d.

SAND AND GRAVEL PRODUCTION, 1965-66. Ministry of Public Building and Works. 19 pages. 2s. 9d., by post 3s., from HMSO and Government bookshops.

Patents endorsed 'Licences of Right'

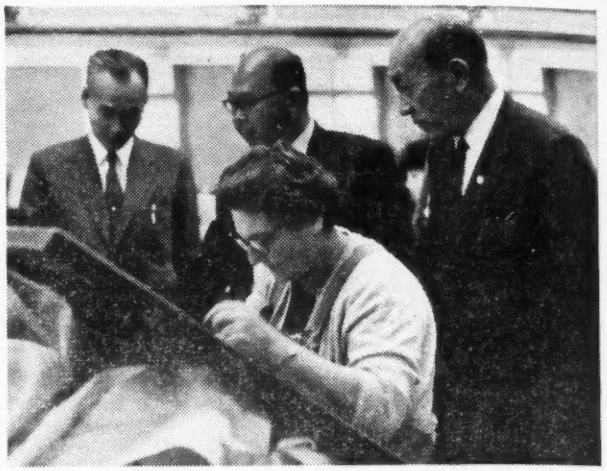
THE FOLLOWING patents were endorsed 'Licences of Right' by proceedings under Section 35 of the Patents Act, 1949, on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	September 28, 1967	
962,475	*Sant*, Roland Ernest	Door stops, more particularly for smoke.
984,838	Agfa Aktiengesellschaft	A process for the production of positives by tanning development under heat.
1,009,099	Solvay & Cie.	Process for stabilizing aqueous solutions of hydrogen peroxide.
1,025,474	Muanyagipari Kutato Intezet	Polypropylene fibres.
1,054,675	Solvay & Cie.	Anti-smog composition based on sodium chloride.
1,062,476	Gevaert Photo-Producten N.V.	Improved photochemical stencils.
	October 2, 1967	
961,530	Pfauter, Michael, Pfauter, Wilhelm, Pfauter, Georg, Pfauter, Hermann.	Gear cutting machine.
973,450	Societe Pour L'Exploitation des Procedes Ab-Der-Halden.	Process of extracting benzol and naphthalene from washing oils of coke-plant gases.
993,903	Istituto de Angeli S.p.A.	Derivatives of 1-naphthyl acetonitrile.
1,056,941	Baxter, Eric Frederick	Safety cigarette.
1,056,942	Baxter, Eric Frederick	Cigarette filter tip.
1,057,670	Baxter, Eric Frederick	Cigarette filter tip.
1,063,622	Spatt, Milton E.	Air conditioning refrigeration systems in vehicles.
1,064,294	Baxter, Eric Frederick	Improved document files and box files.
	October 5, 1967	
919,588	Yamamoto, Mititaka	An electrical timing device.
940,390	Eternit S.p.A. & Cha. Ettore	Electrical insulators.
960,999	Brown, Boveri & Co. Ltd.	A digital angular acceleration monitor.
961,915	Brown, Boveri & Co. Ltd.	Enclosed pressure-gas insulated busbar system.
963,303	Trivero, Mario	Vehicle suspension system.
994,609	Chemische Werke Albert	Vulcanization process.
1,055,426	Kelston Engineering Co. Ltd.	Pinch valves.
1,056,943	Baxter, Eric Frederick	Cigarette tip.
	October 9, 1967	
816,230	Revertex Ltd.	Improvements in the vulcanization of aqueous dispersions of rubber.
839,054	Maxon, Glenway, Jr.	Dump truck for concrete and other semi-liquid materials.
854,030	Clements, Warner Williams	Impulse-type electromagnetically actuated devices.
961,321	Christophe van Straaten, Jean Auguste	Floating chucks.
967,978	Agfa Aktiengesellschaft	Improved photoconductive and electrophotographic materials.
980,686	Clements, Warner Williams	Impulse-type electromagnetically actuated devices.
1,031,394	Electro-Hydraulics Ltd.	Roof support units for mines.
1,061,484	Glaverbel	Vacuum deposition apparatus for materials in sheet form.
	October 10, 1967	
896,515	Belbrace Ltd.	A vehicle seat incorporating safety harness for the occupier.
959,758	Chemische Werke Witten Gesellschaft mit beschrankter Haftung.	Process for the preparation of diakyl 1, 4-cyclohexane dicarboxylates.
879,233	Chemische Werke Albert.	Vulcanizing process.
921,511	Chemische Werke Albert.	Vulcanization process.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.



A party of 20 Japanese wool textile industrialists and trade unionists visited Bradford on October 12 and 13. The visit is part of an extensive European tour, and, while in Yorkshire, the visitors discussed matters of mutual interest regarding conditions of employment in the British wool textile industry. Three of them are seen here while at Scott (Dudley Hill) Ltd.

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location of Sale	Auctioneers
Nov. 2 . .	**Technical and miscellaneous stores . .**	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053.)**

Aircraft wheels; inverters; actuators; generators; transformers; meters; fuel pumps; motors; generating sets; brake units; alternators; regulators; electric cable; batteries; rubber dinghies; wooden cases; prismatic binoculars; cameras and photographic equipment; film and bromide paper; footwear; furniture; water bottles; clothing including greatcoats, raincoats, jackets, blouses, khaki drill clothing; underwear, etc., and a large quantity of other miscellaneous stores.

Nov. 8 . .	**Vehicles, miscellaneous stores . . .**	**Sale to be held at auctioneer's premises . .**	**Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233.)**

Morris Mini and Mini Minor saloons and vans; Ford Zephyrs and Popular saloons; AEC Matador 10-ton tractors and 2,500-gallon refueller; Scammell recovery vehicles; Sankey and Brockhouse ½-ton trailers; Ford maintenance trucks; Leyland Hippo 10-ton cargo truck; Fordson, Austin and Bedford 3-ton trucks; half-track personnel carriers; full-track light caterpillar tractor; David Brown tractors; Austin radio station trucks; Austin Champs; 46 BSA 500 motor cycles; metal scaffolding; clothing including greatcoats; woollen vests and drawers, etc.; steel and wooden boxes and a large assortment of other miscellaneous stores.

Nov. 15 & 16	**Miscellaneous equipment and stores including:**	**Sale in County Hall, Carlisle . . .**	**Harrison & Hetherington (Dept. L), Botchergate, Carlisle. (Tel. 26292.)**

Motor vehicle spares including windscreens; headlamps; carburettors; distributors; fuel pumps; starters; chassis assemblies; tyres, etc.; machine tools including valve grinders; flexible drives; refacers; centre lathes; drills; riveting sets, etc.; radio receivers; power units; frequency and indicator units; rectifiers; control units; airblowers; electric motors; transformers; attentuators; modulators; fuses; junction boxes; fan assemblies; battery chargers; voltage regulators; test sets; valves; switches; filter units; time base units; aircraft sighting heads and portable computers; speed indicators; compass gyro units; altimeters; micrometers; oscilloscopes; gunmetal adapters; branch pipes; breachings; nozzles; standpipe heads; suction strainers; various jacks; rack assemblies; oxygen equipment; wooden and metal pallets; engine stands; fire extinguishers; canvas satchels; metal cylinders; wooden boxes; connectors; chairs and tables; metal and wooden cabinets; steel wire; welding electrodes; flux and graphite; various paints, etc.

Nov. 21 & 22	**Miscellaneous equipment and stores including:**	**Royal Arsenal, Woolwich . . . .**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 4861.)**

Large quantities of clothing; electrical equipment including oscillographs; oscilloscopes; electric motors and switchboard control panels; generators; various telephone sets; electric and hand-operated sewing machines; MT spares; cameras; furniture; large quantities of bedding; Coventry Victor 16 hp petrol outboard motors; fire fighting equipment; 30-ft. wooden extension ladders; rugs and mats; carpets; old canvas and mixed rags, etc.

Nov. 28-Dec. 1 (incl.)	**Motor vehicles, road making and heavy duty equipment.**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)**

Saloons and estate cars; vans; tractors; trailers; fork lift trucks; heavy duty earth moving equipment; mobile tankers; cargo trucks; Diamond 'T' tractors; Bedford 3-ton trucks; Austin 'Champs'; Thornycroft 10-ton trucks; Brockhouse ½-ton cargo trucks; Rubery Owen signals and electronic shop trailers; BSA and Triumph 500 cc motor cycles; and a large selection of other vehicles including a **Manitowac 50-ton crawler crane.**

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

1967	Description of Goods	Location	Auctioneers
Nov. 7 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Gounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Direct from the auctioneer price 1s. each. View days: Day preceding and morning of sale.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1965															
4th quarter	130	133	157	152	127	109	162	131	171	188	157	+ 89	+ 35	+19	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	180	155	+ 77	+ 53	+ 4	+19
2nd quarter	130	133	160	157	129	110	161	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	130	134	160	157	127	109	163	132	165	182	169	+ 96	+ 84	+25	—15
4th quarter	132	132	162	158	127	109	162	130	159	186	165	— 23	— 13	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	165	189	173	+ 48	+ 3	—10	+14
2nd quarter	132	133			129	109	174	127	179			+ 39	+ 4	—12	+14
1967															
March		133				110									
April		133				109									
May		132				108									
June		133				110									
July		134*				110									
August		133*				111									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry-		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IM-PORTS	EX-PORTS	BALANCE OF PAYMENTS: current balance
	at 1958 prices		Index†	% change on year earlier	Basic material and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965													
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 1
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 35
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 30
2nd quarter	148	108*	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—125
3rd quarter			139·8	+1·7	110·3*	134·5*	176·9	555	158		162*	156*	
1967													
March	148	105	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	148	109*	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108*	140·9	+2·4	109·6	133·5	173·2	524	162		164	154	
July	147*	103*	140·1	+2·3	109·3	134·4	176·3	543	155		157	163	
August	147*	100*	139·7	+1·4	110·7*	134·6*	176·8	559	155		162	155	
September			139·6	+1·5	110·8*	134·6*	177·7	563	165		167*	149*	
October								541*	176*				

*Provisional. †Not seasonally adjusted.

Index of industrial production for August

THE PROVISIONAL INDEX of production for August 1967, prepared by the Central Statistical Office, was 133 (seasonally adjusted). For manufacturing industry alone the figure was 134.

For the three months June to August 1967 it is provisionally estimated that production as a whole was 0.3 per cent higher than the preceding three months, March to May 1967, and for manufacturing industries alone there was an increase of 0.8 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·3	86	135·6	124	117	137	165	149	167	136	152	74	131	115
Unadjusted:														
1966 1st quarter	138	90	140	121	116	130	167	146	170	142	156	73	141	128
2nd quarter	135	90	138	128	117	145	164	152	166	138	149	73	142	119
3rd quarter	125	76	128	121	115	133	160	144	163	127	142	74	119	106
4th quarter	136	91	136	126	119	138	167	153	169	138	162	76	122	106
1967 1st quarter	134	86	134	118	112	128	174	154	177	135	154	75	125	110
2nd quarter	135	90	138	127	118	142	175	149	179	139	156	74	134	111
1967 June	135	86	139	128	116	149	178	146	182	142	162	73	132	115
July (prov.)	124	79	126	124	116	139	160	121	166	123	144	73	106	98
Aug. (prov.)	115	66	116	120	113	132	157		161	107	124	73	92	86
Seasonally adjusted:														
1966 1st quarter	134	88	138	126	118	140	162	147	165	137	150	72	134	122
2nd quarter	133	88	136	124	117	137	161	149	163	136	150	73	134	116
3rd quarter	134	85	137	124	117	136	167	148	170	138	153	76	133	117
4th quarter	132	84	133	123	116	135	168	152	170	134	155	75	122	104
1967 1st quarter	132	87	134	124	116	139	171	155	173	133	152	75	123	108
2nd quarter	133	86	133	122	116	134	170	146	174	134	154	74	123	106
1967 March	133	86	134	123	117	135	173	150	176	134	154	74	124	108
April	133	88	134	123	117	135	167	145	171	135	155	75	127	104
May	132	86	132	122	117	131	174	147	178	133	154	74	119	104
June	133	85	134	121	113	135	170	145	173	135	154	74	123	110
July (prov.)	134	85	136	126	121	136	168	122	175	134	154	75	122	110
Aug. (prov.)	133	86	134	126	118	140	172		177	132	152	75	116	107
Mar.-May (av.)	133	87	133	123	117	134	171	153*	175	134	154	74	127	105
June-Aug. (av.) (prov.)	133	85	135	124	117	137	170	138*	175	134	153	75	120	109

	Manufacturing industries (continued): Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	138	151
Unadjusted:															
1966 1st quarter	135	134	138	127	123	112	137	152	155	146	119	153	155	134	177
2nd quarter	131	132	131	122	121	104	126	153	160	142	121	151	154	140	137
3rd quarter	114	115	113	113	109	91	124	149	155	139	123	133	146	141	120
4th quarter	121	120	125	118	117	96	123	151	156	143	123	140	153	142	171
1967 1st quarter	122	122	122	116	113	92	128	149	155	139	112	145	150	137	182
2nd quarter	123	123	124	114	115	93	117	160	171	143	127	149	155	145	145
1967 June	123	123	125	114	115	92	115	160	173	140	138	144	157		125
July (prov.)	104	103	108	105	101	79	117	154	166	136	119	127			114
Aug. (prov.)	94	93	100	99	97	70	108	143	156	123	123	133			117
Seasonally adjusted:															
1966 1st quarter	130	129	133	123	120	107	132	152	157	144	125	148	153	135	148
2nd quarter	128	128	128	123	122	104	130	151	156	142	120	147	152	139	151
3rd quarter	124	124	123	119	117	99	126	153	157	147	122	146	154	141	150
4th quarter	120	119	123	114	111	93	122	149	157	137	117	137	149	141	156
1967 1st quarter	118	118	120	116	113	90	125	151	159	139	121	143	153	140	153
2nd quarter	118	117	120	114	113	90	120	155	164	141	124	142	150	143	160
1967 March	117	117	120	115	114	91	120	151	159	137	123	141	151		150
April	121	120	123	117	114	92	126	155	166	138	119	140	153		162
May	116	115	120	111	112	89	111	156	162	147	124	142	148		164
June	117	117	117	114	112	88	122	154	163	139	128	145	148		154
July (prov.)	116	115	122	117	114	89	126	155	167	137	125	150			147
Aug. (prov.)	114	112	122	114	111	87	123	163	172	147	133	150			153
Mar.-May (av.)	118	117	121	114	113	91	119	154	162	141	122	141			155
June-Aug. (av.) (prov.)	116	115	120	115	112	88	124	157	167	141	129	148			151

*Latest available three months (May-July) and previous three months (February-April).

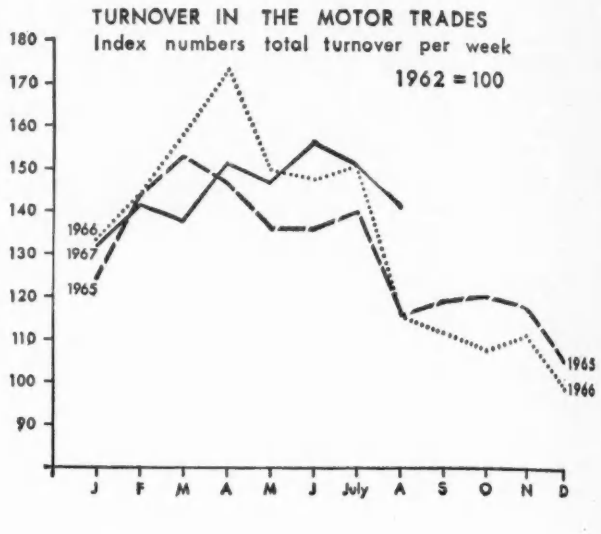
Turnover of the motor trades in August

THE TOTAL turnover of the motor trades in August was 22 per cent higher than in August last year, in contrast to the decrease of 4 per cent for the first seven months of this year, compared with the corresponding period of 1966. This change does not only reflect the improvement in turnover in August this year, but also the low level of sales in August last year which was the first full month following the measures of July 20.

Sales of new vehicles during the month were 47 per cent above the level of August last year; this is in marked contrast to the fall of 12 per cent shown by the figures for January to July this year when compared with the same seven months last year. The decrease between July and August was smaller than in earlier years; with only a short run of figures, it is difficult to interpret this movement, especially as in both 1965 and 1966 sales were affected by government measures in July, but it appears that the introduction of the new letter in the registration mark in August this year probably influenced sales in that month.

Sales of second hand vehicles also showed a 47 per cent increase on those of August 1966, once again reflecting the low level of sales in that month; for the first seven months of the year taken overall, sales in 1967 had shown a 2 per cent decrease on those in 1966.

Sales of petrol, oil, accessories and spares and receipts from servicing and repairs were 2 per cent higher than in August 1966. This figure indicates a continuation of the slowing of the growth rate of this part of the motor trade business that has been evident in recent months.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	145(b)	137	152			132	141	138	151	147	156	153	142				
	1966	+3	+3	+12	Nil	—7	+7	Nil	+3	+17	+10	+10	+8	Nil	—6	—10	—7	—5
	1967	—2(c)	—6	—3			—1	—2	—13	—12	—2	+4	+1	+22				
Analysis of turnover: Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	150(b)	145	159			139	150	145	161	156	161	151	136				
	1966	—2	Nil	+18	—8	—26	+7	—6	Nil	+38	+12	+4	+9	—12	—23	—29	—25	—24
	1967	—9(c)	—16	—10			—10	—10	—25	—29	—2	+5	—7	+47				
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	139(b)	124	150			105	134	133	148	143	158	148	138				
	1966	Nil	+2	+8	—6	—8	+4	Nil	+2	—3	+9	+17	+1	—10	—10	—16	—6	—3
	1967	+2(c)	—8	—2			—6	—3	—12	—6	—7	+7	+15	+47				
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144(b)	136	146			138	137	134	144	141	151	156	149				
	1966	+8	+8	+9	+10	+7	+8	+6	+9	+5	+9	+11	+10	+12	+8	+6	+7	+7
	1967	+5(c)	+6	+4			+11	+8	+2	+9	Nil	+3	+4	+2				

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by August 1967 turnover was the four weeks from July 30, 1967, to August 26, 1967; the corresponding period in 1966 was from July 31, 1966, to August 27, 1966.
(b) Index numbers for period January to August 1967.
(c) Percentage change for period January to August 1967 compared with corresponding period of 1966.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive director of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Car and commercial vehicle production in September

THE Ministry of Technology have announced that in the five weeks ending September 30, the weekly average rate of production of cars was 25,935, a fall of 6 per cent on the corresponding period last year. Production of commercial vehicles averaged 7,338 a week, 16 per cent fewer than in September 1966. Production in September was more seriously reduced by industrial disputes this year than last, but even had there been no losses in either month from this cause it is estimated that production of both cars and commercial vehicles would still have shown declines on the totals for September 1966.

In the first nine months of 1967 1,149,503 cars and 282,777 commercial vehicles were produced, 10 per cent and 17 per cent respectively fewer than in the first nine months of 1966.

Allowing for seasonal factors, car production in September for the home market was 8 per cent lower than in the holiday months July and August taken together (when the individual months' figures may have been affected by a change in the holiday pattern between these two months this year) and export production fell by 13 per cent. As a result, total production in the month was 10 per cent below the average for July/August and at the lowest level since December 1966. Had their been no loss of production as a result of industrial disputes it seems probable that home market production would have been about the same in September as in July/August taken together. Export production would however still have been lower than in the holiday months. The usual longer-term comparison shows total production in the third quarter 2 per cent below that in the second quarter, with home market production up by 7 per cent but export production down by 17 per cent.

On a similar seasonally-adjusted basis, total production of commercial vehicles in September was 9 per cent lower than in July and August taken together, with home market production down by 5 per cent and export production down by 15 per cent. Had there been no losses as a result of industrial disputes it is estimated that total production would have been about the same in September as in July/August, with a small rise in home market production offsetting a proportionately larger fall in export production. As compared with the preceding three months, total production in the three months July/September showed a rise of 2 per cent, due to an increase of 8 per cent in home market production which more than offset a decrease of 9 per cent in export production.

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road-tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

Table 1. Recorded production

	No. of weeks	Passenger Cars				Commercial Road Vehicles			
		For Home Market	For Export	Total	Weekly average	For Home Market	For Export	Total	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8 769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
1966 July	4	55,188	33,565	88,753	22,188	13,318	10,814	24,132	6,033
August	4	68,594	39,055	107,649	26,912	17,790	11,207	29,197	7,299
September	5	82,466	55,275	137,741	27,548	24,820	18,737	43,557	8,711
1967 July	4	63,245	31,344	94,589	23,647	17,018	9,625	26,643	6,661
August	4	60,019	31,119	91,138	22,784	14,035	5,961	19,996	4,999
September	5	86,914	42,761	129,675	25,935	24,958	11,733	36,691	7,338

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 001-828 3400.

Table 2. Production seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	For Home Market	For Export	Total	For Home Market	For Export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1966 1st quarter	91·1	52·3	143·4	23·9	14·3	38·2
2nd quarter	90·6	54·5	145·2	23·7	14·9	38·6
3rd quarter	85·4	50·9	136·3	21·9	15·7	37·6
4th quarter	59·1	50·6	109·7	17·4	14·4	31·8
1967 1st quarter	72·4	50·7	123·1	17·9	13·3	31·3
2nd quarter	80·5	50·5	131·0	20·2	11·7	31·9
3rd quarter	85·8	42·1	127·9	21·7	10·7	32·4
1967 January	71·0	50·1	121·1	17·0	13·5	30·5
February	68·2	51·9	120·1	17·5	13·3	30·8
March	78·1	50·0	128·0	19·3	13·2	32·5
April	83·3	52·1	135·5	20·2	13·0	33·1
May	78·2	49·7	127·9	19·2	11·2	30·4
June	79·8	49·8	129·6	21·3	10·9	32·1
July	82·2	40·2	122·4	22·0	10·5	32·5
August	94·3	47·7	142·0	22·3	12·0	34·3
September	81·0	38·2	119·2	21·0	9·5	30·5
Average of:						
April to June 1967	80·5	50·5	131·0	20·2	11·7	31·9
July to September 1967	85·8	42·1	127·9	21·7	10·7	32·4
Percentage change	+7	—17	—2	+8	—9	+2

Orders, deliveries, production and exports in the engineering industries in August

THE MINISTRY OF TECHNOLOGY reports that first estimates for August show a slight decline in production in the mechanical and electrical engineering industry to the average level of the first quarter of this year, although the average for the last three months shows little change compared with the level of the three preceding months.

In the wider group of engineering industries (Order VI and part of Order VIII) the preliminary seasonally adjusted figures for August show little change in home deliveries from the level of the second quarter, and the average for the eight months of this year is still 2 per cent above the average for 1966. Export deliveries, although steady since June, nevertheless show an average level for the latest three months 8 per cent lower than for the previous three months. Home net new orders show little change in the latest three monthly period from the previous three months, although the average for the year to date is 2 per cent below the average for 1966. On the export side net new orders are 9 per cent lower when comparing the average level of the last three months with that of the three previous months and 8 per cent higher when comparing the average level so far for 1967 with the whole of 1966. The 9 per cent drop is due more to an abnormally high level three months ago than to a declining trend.

Total orders on hand at the end of August were 1 per cent lower than at the end of the first and second quarters and 5 per cent down from the end of 1966. Although home deliveries have remained fairly steady, orders outstanding have dropped 3 per cent in the last three months and 8 per cent since the end of 1966, but export orders on hand are rising and are now 5 per cent above the level of last December.

Table 1. Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
		1958 = 100		December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	157	153	116
1965 1st quarter	142	141	145	168	168	167	106
2nd quarter	142	141	144	168	167	169	115
3rd quarter	145	143	148	166	166	166	107
4th quarter	148	144	154	166	165	168	115
1966 1st quarter	150	146	158	164	163	168	120
2nd quarter	150	146	157	163	162	164	113
3rd quarter	153	151	157	160	160	161	110
4th quarter	155	154	157	156	157	153	125
1967 1st quarter	152	147	160	150	150	151	123
2nd quarter	154	152	159	151	147	164	123
1966 September	152	149	156	160	160	161	
October	155	154	157	159	159	159	
November	155	154	156	158	158	157	
December	156	154	158	156	157	153	
1967 January	149	146	153	154	154	153	
February	153	148	160	152	152	151	
March	154	148	166	150	150	151	
April	155	153	159	150	150	152	
May	154	152	158	151	148	160	
June	154	151	161	151	147	164	
July	154*	..	..	150*	146*	162*	
August	152*	..	..	149*	145*	165*	
Average:							
Latest 3 months shown	154	152	159				
Previous 3 months shown	154	147	160				
Percentage change (5)	Nil	+3	Nil	—1	—3	+3	

* Provisional.

(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.

(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classifications.

(3) Index of the total value at constant (average 1958) prices of orders held in these industries.

(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

(5) In the case of orders on hand the percentage changes compares the level at the end of the latest month shown with the corresponding level three months earlier.

(continued on next page)

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effect of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties, the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against July are the average of the seasonally adjusted figures for June, July and August.

Table 2. Engineering industries (1) Seasonally adjusted

Index numbers of the volume or orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveires = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	155	142	148	154	145	156
1965 1st quarter	166	150	139	164	150	140	172	151	136
2nd quarter	166	143	143	164	142	143	173	147	143
3rd quarter	165	140	144	163	141	143	170	138	147
4th quarter	165	149	146	163	150	146	171	149	144
1966 1st quarter	163	142	148	161	141	147	169	146	150
2nd quarter	161	143	149	160	144	148	165	139	150
3rd quarter	159	147	152	158	145	150	161	151	158
4th quarter	154	140	153	155	138	148	154	145	165
1967 1st quarter	148	134	150	147	130	148	150	147	156
2nd quarter	148	150	151	144	143	152	160	172	148
1966 September	159	143	150	158	143	148	161	146	155
October	158	142	152	157	141	148	159	147	162
November	156	140	153	156	138	148	157	145	167
December	154	136	153	155	133	149	154	142	165
1967 January	152	134	147	152	131	147	152	142	148
February	150	134	150	150	130	148	151	147	158
March	148	142	153	147	139	150	150	150	162
April	148	149	151	147	142	152	150	169	149
May	148	150	154	146	143	154	157	172	153
June	148	150	147	144	143	149	160	168	142
July*	147	145	153	144	143	157	159	153	144
August*	147	..	149	142	..	151	161	..	142
Average:									
Latest 3 months		145	150		143	152		153	143
Previous 3 months		149	153		142	152		169	155
Percentage change (4)	—1	—2	—2	—3	Nil	Nil	+3	—9	—8

* Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

(*Table 3 on next page*)

Table 3. Engineering industries (1) Unadjusted

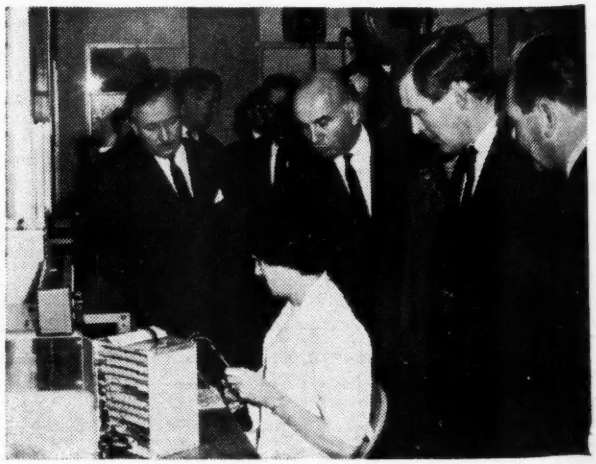
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 1958	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
1966 January	163	144	144	161	144	144	172	144	145
February	165	163	150	162	162	147	173	164	159
March	164	163	167	162	167	167	170	150	168
April	163	126	140	161	126	138	168	128	145
May	163	143	144	161	147	144	166	133	144
June	161	146	156	161	153	157	163	126	155
July	160	141	147	160	137	147	162	152	148
August	160	123	124	160	120	120	162	131	134
September	159	140	152	158	139	152	161	145	152
October	158	149	156	157	143	152	160	163	166
November	156	141	160	155	134	154	158	161	175
December	152	135	162	152	132	157	154	145	178
1967 January	151	137	143	151	136	143	153	140	145
February	150	147	154	150	143	150	152	157	167
March	149	148	157	149	146	155	151	154	163
April	148	150	155	148	151	154	149	149	158
May	149	156	151	147	142	152	156	194	148
June	148	146	156	145	142	159	157	158	147
July*	147	142	144	144	147	148	157	127	132
August*	147	121	123	143	112	123	160	147	122

* Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

MINISTER OF TECHNOLOGY'S VISIT TO MICRO-ELECTRONICS PLANT

Mr. Anthony Wedgwood Benn (second right), the Minister of Technology, being escorted around the micro-electronics division of A. B. Metal Products Limited, at Dinas, South Wales, by the managing director, Mr. Henry J. Kroch, and local dignitaries. Mr. Wedgwood Benn showed great interest in the production of micro-electronics, which are used as component parts in the manufacture of computers and advanced automotive electronic equipment. He said: 'I am happy to know that in South Wales there is such a flourishing industry as this, dealing in part with the production of advanced electronic components. It is also gratifying to discover that this progressive company gives employment to over 2,000 people in the Rhondda and Aberdare valleys, and makes a vital contribution to the British economy.'



Metal working machine tools, deliveries and orders in August

THE MINISTRY of Technology provisionally estimate that in August 1967 total deliveries of machine tools amounted to £12 million and net new orders to nearly £9 million. Thus orders outstanding fell by a further £3 million to just over £85 million, over 20 per cent less than the near-peak level of a year earlier.

On a seasonally adjusted basis both deliveries and net new orders were higher than in July, but with deliveries in the last few months running at a very high level, the gap between orders and deliveries continues to widen. These divergent trends in orders and deliveries, which began over a year ago, are almost entirely due to the short-fall of orders for the home market.

Home market

Deliveries to the home market seasonally adjusted were £10 million and the average of the latest three months is slightly above the previous three months and back to the high level of a year ago. Net new orders improved sharply to £7½ million, but the low levels of the previous two months makes the latest three months 14 per cent below the previous three months. Orders on hand fell by over £2 million to £52 million, equivalent to only 5½ months' work and a third below the level of a year earlier.

Export market

Deliveries for export seasonally adjusted were over £4 million, an increase over July, but the average of the latest three months is nearly 10 per cent below the previous three months. Net new orders again fell to just under £3 million. They are expected to show an increase in the next month or two as the large Russian orders have still not been fully reflected in the figures. Orders on hand fell by nearly £1 million to just over £33 million. They are equivalent to nearly nine months work at current delivery rates and are 7 per cent above those of a year ago.

The current monthly figures shown on the tables below are based on returns made to the Ministry of Technology by firms accounting for about two-thirds of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·3	34·7	53·6	98·5	38·1	60·4
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966	149·1	35·8	113·3	100·6	29·5	71·1	145·5	36·4	109·1
1966 1st quarter	37·9	9·1	28·8	104·9	28·3	76·6	38·6	8·5	30·1
2nd quarter	35·6	7·9	27·7	107·7	30·0	77·7	38·3	9·6	28·7
3rd quarter	37·4	9·4	28·0	105·4	30·3	75·1	35·2	9·7	25·5
4th quarter	38·2	9·4	28·8	100·6	29·5	71·1	33·4	8·6	24·8
1967 1st quarter (3)	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter*	38·0	10·7	27·3	90·0	33·6	56·4	37·0	15·8	21·2
3rd quarter									
4th quarter									
1966 January	10·9	2·5	8·4	106·5	29·5	77·0	13·2	3·1	10·1
February	11·6	3·0	8·6	104·1	28·3	75·8	9·1	1·8	7·3
March	15·4	3·6	11·8	104·9	28·3	76·6	16·3	3·6	12·7
April	10·5	2·2	8·3	107·5	29·6	77·9	13·1	3·6	9·5
May	12·0	2·8	9·2	107·3	30·2	77·1	11·8	3·4	8·4
June	13·1	2·9	10·2	107·7	30·0	77·7	13·4	2·6	10·8
July	11·3	2·6	8·7	110·8	30·9	79·9	14·4	3·5	10·9
August	11·2	3·1	8·1	108·8	30·9	77·9	9·2	3·1	6·1
September	14·9	3·7	11·2	105·4	30·3	75·1	11·6	3·1	8·5
October	12·3	3·4	8·9	103·9	30·2	73·7	10·8	3·3	7·5
November	12·8	3·1	9·7	103·1	29·9	73·2	12·1	2·9	9·2
December	13·1	2·9	10·2	100·6	29·5	71·1	10·5	2·4	8·1
1967 January (3)	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April*	10·9	3·3	7·6	89·2	27·6	61·6	9·2	2·4	6·8
May*	14·4	4·2	10·2	89·2	29·7	59·5	14·4	6·3	8·1
June*	12·7	3·2	9·5	90·0	33·6	56·4	13·4	7·1	6·3
July*	11·3	3·3	8·0	88·3	33·9	54·4	9·5	3·6	5·9
August*	12·0	3·7	8·3	85·1	33·1	52·0	8·8	2·9	5·9
September									
October									
November									
December									
September 1966-August 1967*	155·3			85·1	33·1	52·0	130·6		
September 1965-August 1966	145·4			108·8	30·9	77·9	149·8		
Percentage change (3)	+7			—22	+7	—33	—13		

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable. The figures for total deliveries, total net new orders, and home and export orders on hand are unaffected.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·9	34·4	54·5	98·1	37·9	60·2
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966	149·1	35·8	113·3	102·2	29·4	72·8	145·5	36·4	109·1
1966 1st quarter	35·1	8·1	27·0	106·9	29·1	77·8	36·3	8·5	27·8
2nd quarter	37·2	8·4	28·8	108·0	29·7	78·3	38·2	8·9	29·3
3rd quarter	39·4	9·9	29·5	104·8	29·4	75·4	36·1	9·6	26·5
4th quarter	37·4	9·4	28·0	102·2	29·4	72·8	34·9	9·4	25·5
1967 1st quarter (3)	38·0	11·0	27·0	94·1	29·7	64·4	28·8	11·0	17·8
2nd quarter*	39·9	11·6	28·3	90·6	32·8	57·8	36·3	14·6	21·7
3rd quarter									
4th quarter									
1966 January	11·1	2·4	8·7	106·8	29·4	77·4	12·2	3·0	9·2
February	11·2	2·7	8·5	105·2	28·9	76·3	9·6	2·3	7·3
March	12·8	3·0	9·8	106·9	29·1	77·8	14·5	3·2	11·3
April	11·7	2·7	9·0	108·4	29·8	78·6	13·1	3·4	9·7
May	12·2	2·9	9·3	108·1	29·9	78·2	11·9	2·9	9·0
June	13·3	2·8	10·5	108·0	29·7	78·3	13·2	2·6	10·6
July	12·4	3·0	9·4	108·0	30·0	78·0	12·4	3·4	9·0
August	13·3	3·5	9·8	105·7	29·7	76·0	11·0	3·2	7·8
September	13·7	3·4	10·3	104·8	29·4	75·4	12·7	3·0	9·7
October	13·0	3·5	9·5	103·2	29·1	74·1	11·4	3·2	8·2
November	12·5	3·3	9·2	102·9	29·1	73·8	12·2	3·2	9·0
December	11·9	2·6	9·3	102·2	29·4	72·8	11·3	3·0	8·3
1967 January (3)	13·2	3·3	9·9	99·1	30·0	69·1	9·1	3·6	5·5
February	11·7	3·6	8·1	96·8	29·6	67·2	9·3	3·2	6·1
March	13·1	4·1	9·0	94·1	29·7	64·4	10·4	4·2	6·2
April*	12·3	4·0	8·3	90·9	27·9	63·0	9·1	2·2	6·9
May*	14·7	4·4	10·3	90·3	29·0	61·3	14·0	5·4	8·6
June*	12·9	3·2	9·7	90·6	32·8	57·8	13·2	7·0	6·2
July*	12·4	3·8	8·6	86·4	32·4	54·0	8·3	3·4	4·9
August*	14·2	4·2	10·0	82·8	31·1	51·7	10·5	2·9	7·6
September									
October									
November									
December									
Average of the latest 3 months*	13·2	3·8	9·4	82·8	31·1	51·7	10·7	4·5	6·2
Average of the previous 3 months*	13·4	4·2	9·2	90·3	29·0	61·3	11·2	3·9	7·3
Percentage change	—1	—9	+2	—8	+7	—16	—5	+13	—14

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable. the figures for the total deliveries, total net new orders, and home and export orders on hand are unaffected.

CBI Industrial Trends Surveys

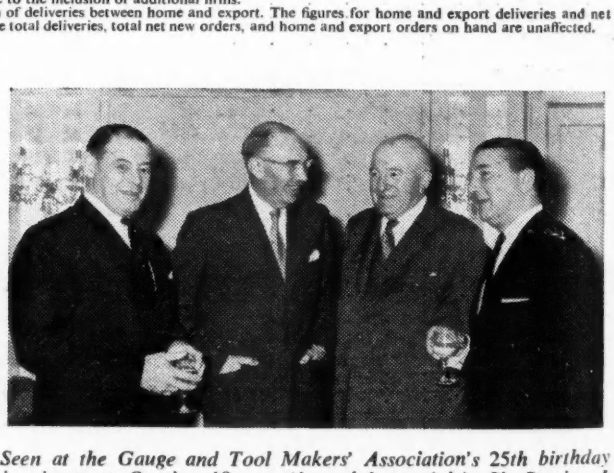
THE Confederation of British Industry received 1,464 replies to their October 1967 Industrial Trends Survey in the two weeks ending October 4. The survey covers all the main sectors of manufacturing industry.

The survey shows that the value of new orders has continued to fall, though less rapidly than before. The looked-for rise in the value of output between June and October also failed to materialize. Export orders and export deliveries are both reported to have increased, but by only small balances of respondents; not all the growth expected in June has been realized.

However, the forward indicators suggest that the turning point has been reached. Firms more optimistic about the business situation in their industry than in June outweigh those less optimistic by a small margin. New orders are expected to increase in value by a balance of 17 per cent of respondents; the value of output is expected to increase by a balance of 25 per cent. Export orders and export deliveries are both expected to increase by significant balances of respondents.

Copies of a summary of results of the October Industrial Trends Survey may be obtained from the Confederation of British Industry, 21 Tothill Street, London, S.W.1.

The CBI's 30th Industrial Trends Survey of Scotland, covering the period June to September 1967, confirms that forecasts made earlier this year that there would be no further substantial decline in industrial activity and that the economy was about to expand – possibly and desirably less strongly and so more durably than last time – continue to be borne out.



Seen at the Gauge and Tool Makers' Association's 25th birthday luncheon on October 10, are (from left to right): Sir Stanley J. Harley, president of the Association; Mr. F. W. Halliwell, immediate past-president of the Association, and guest of honour at the luncheon; Viscount Mills and Mr. R. N. Barton, chairman of the Tool and Gauge Industries Advisory Council, Ministry of Technology.

Based on returns received from a representative sample of Scottish industry, the survey shows that while output and employment remain at about the same level as in June, there has been an improvement in new orders.

Industrial building in the third quarter of 1967

THE AREA OF industrial building (1) approved in Great Britain in the third quarter was a little lower than in the second quarter. The rate of approvals has fallen since the autumn of last year from the previous high rate. In the first nine months of this year the area of approvals was about 14 per cent less than the high figures in the same period of 1966. However, compared with the same period of 1965 they were only 2 per cent less, and they remained well above the rates in 1962/63, when the last downturn in investment occurred. The increase over this period was particularly marked for Development Areas.

More recently, in contrast to the average for the country as a whole, the rate of approvals in the Development Areas in the first nine months of the year was about 5 per cent above that in the same period in 1965 (though less than in the first nine months of 1966). About one third of all certificates approved so far this year were in Development Areas whereas less than one quarter of the population lives in these areas.

Industrial building projects – new buildings, extensions to existing premises and existing buildings turned to industrial use – for which industrial development certificates were issued during the third quarter of 1967 together with comparative figures for other periods are as follows:

(Million square feet)

	Northern (2)	Yorkshire and Humberside	East Midland	East Anglia	South East	South Western (2)	Wales (2)	West Midland	North Western (2)	Scotland (2)	Great Britain Total	Development Areas Million square feet	Development Areas % of GB	Remainder of Great Britain Million square feet
1961	6·5	4·1	3·5	1·8	18·1	2·8	2·5	5·0	7·4	4·9	56·5	15·0	..	41·5
1962	3·0	2·4	2·2	1·8	11·8	2·4	2·1	3·7	4·4	3·7	37·3	9·1	..	28·2
1963	4·2	3·7	2·5	1·5	9·4	2·4	1·6	3·5	5·3	5·0	39·1	12·2	..	26·9
1964	8·2	5·9	3·8	2·5	11·9	4·4	3·2	5·0	8·2	5·9	59·0	20·2	..	38·7
1965	6·2	6·2	3·4	1·9	11·4	3·1	4·5	5·0	9·2	11·0	61·9	24·6	..	37·3
1966	8·2 (8·2)	7·6 (6·9)	4·7 (4·2)	4·1 (3·8)	13·2 (10·7)	4·0 (3·5)	9·3 (9·3)	6·4 (5·8)	10·2 (8·7)	8·2 (8·2)	76·0 (69·4)	29·1 (28·5)	..	46·9 (40·9)
1965 1st quarter	2·1	1·6	0·9	0·4	3·5	0·8	0·9	1·6	2·4	2·7	17·0	6·5	..	10·5
2nd quarter	1·7	1·5	0·6	0·5	3·1	0·7	0·6	1·2	3·0	2·5	15·3	5·4	..	9·9
3rd quarter	1·4	1·3	0·7	0·6	2·8	1·1	2·4	1·0	2·2	2·7	16·2	7·8	..	8·4
4th quarter	1·0	1·7	1·2	0·3	2·0	0·5	0·6	1·3	1·6	3·0	13·4	4·9	..	8·5
1966 1st quarter	1·7	1·6	1·3	1·7	2·6	1·0	1·1	1·9	3·0	1·7	17·7	6·1	..	11·6
2nd quarter	1·9	1·3	1·2	0·8	2·5	0·8	2·8	1·5	2·2	2·0	17·0	7·5	..	9·5
3rd quarter (3)	3·2 (3·2)	2·4 (2·3)	0·9 (0·8)	0·7 (0·6)	3·2 (2·8)	1·3 (1·3)	3·9 (3·9)	1·4 (1·2)	2·1 (1·6)	2·6 (2·6)	21·7 (20·3)	10·0 (9·9)	..	11·7 (10·4)
4th quarter (3)	1·4 (1·4)	2·4 (1·7)	1·2 (0·9)	1·0 (0·7)	4·9 (2·8)	0·9 (0·4)	1·4 (1·4)	1·7 (1·3)	2·8 (1·9)	2·0 (2·0)	19·7 (14·5)	5·5 (5·1)	28	14·2 (9·4)
1967 1st quarter (3)	2·6 (2·6)	3·4 (1·7)	1·7 (1·0)	0·8 (0·5)	5·4 (2·9)	1·9 (0·9)	1·6 (1·6)	2·2 (1·3)	3·5 (2·2)	4·1 (4·1)	27·3 (18·6)	9·6 (8·8)	35	17·6 (9.8)
2nd quarter (3)	1·4 (1·4)	2·1 (1·2)	0·9 (0·6)	0·8 (0·4)	5·3 (2·9)	1·7 (0·9)	1·5 (1·5)	1·9 (1·1)	2·8 (2·0)	2·7 (2·7)	21·2 (14·7)	6·8 (6·4)	32	14·4 (8·3)
3rd quarter (3) (4).	0·9 (0·9)	1·8 (1·0)	2·2 (1·4)	0·9 (0·5)	5·6 (3·0)	1·5 (0·9)	1·3 (1·3)	1·7 (1·0)	2·9 (2·3)	1·8 (1·8)	20·6 (14·1)	6·0 (5·5)	29	14·6 (8·6)

(1) The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated.
(2) These regions take in the places designated as Development Areas under the Industrial Development Act, 1966; the aggregate figures for the Development Areas are shown separately.
(3) The area of industrial building has, since the introduction of the Industrial Development Act in August 1966, been extended to include all ancillary space for storage, canteens, etc. The figures in brackets are estimates of the area which would have been approved on the old basis. In Scotland, Wales and the Northern Regions the area approved was already for the broader coverage now used in the other regions; because of this lack of comparability the percentage share of Development Areas is not shown prior to the fourth quarter of 1966.
(4) Provisional. Figures for previous periods have been revised as necessary.

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Bank rate rise

IT WAS ANNOUNCED on October 19 that Bank Rate had been increased by ½ per cent to 6 per cent.

DEA Progress Report, October

THE OCTOBER 1967 issue of *DEA Progress Report* was published on October 19. *Progress Report* is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section.

The articles in the Economic Section are on public expenditure on the health and welfare services and on the main sources of invisible earnings, and how they have moved. The articles in the Industrial and Regional Section include Part 2 of an article on the distributive trades.

Index of retail prices, September 1967

AT SEPTEMBER 19, 1967, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100) was 118.8, compared with 118.9 at August 22.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis, but when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.702) 49421, Ext. 316 for Imports and Re-exports. Ext. 314 for Exports, telex 99112 CUSEX Southend).

Production in the cotton and wool textile industries

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in August was 17 per cent less than in August 1966.

Statistics issued by the Textile Council show that in the period January-August the amount of cloth woven was 19 per cent less than in the same period last year. Production of single yarn and the amount of yarn doubled were 15 and 11 per cent less respectively.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1966 August*	9·18	2·71	2·33	2·19	0·98	18·5	12·3
September	7·80	2·36	2·18	1·95	1·30	16·3	11·1
October	9·70	2·82	2·58	1·97	1·45	18·3	12·2
November*	9·41	2·82	2·54	1·95	1·41	17·5	11·9
December	7·59	2·30	2·16	1·73	1·23	14·2	9·6
1967 January	8·37	2·54	2·32	2·03	1·33	16·6	11·3
February	8·35	2·44	2·31	2·09	1·44	16·5	11·4
March*	7·29	2·15	2·10	1·93	1·34	14·2	10·0
April	8·06	2·49	2·24	2·24	1·48	15·6	10·9
May*	7·86	2·53	2·16	2·13	1·37	14·5	10·6
June	5·80	2·08	1·71	1·69	1·50	14·4	10·3
July	6·28	1·95	1·85	1·96	1·21	8·6	7·5
August*	7·22	2·51	1·92	2·00	1·13	14·3	9·7

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries. *Average of 5 weeks. †53-week period.

THE VOLUME of production in the wool textile industry in August was 10 per cent less than in August 1966. If the holiday months July and August are taken together, the volume of production was 7 per cent less compared with the corresponding months of 1966.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 13 per cent less and 6 per cent more respectively than in August 1966. The rate of production of wool and hair tops was 22 per cent less and the rate of production of man-made fibre tops 4 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (*a*)	Worsted yarn	Woven fabrics (excluding blankets) (*b*)		Blankets (*a*)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1958	111·1	74·2	3·7	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	5·3	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	9·4	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	9·1	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	8·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1966 1st qtr.	104·9	63·4	15·6	83·7	59·8	41·9	37·8	8·1
2nd qtr.	102·1	60·1	15·7	81·8	57·1	42·4	31·7	6·3
3rd qtr.	87·8	53·0	15·2	69·8	50·4	41·9	29·9	7·1
4th qtr.	93·3	53·3	16·4	79·5	53·6	42·2	34·5	9·1
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
1966 June	36·8	21·8	6·0	29·2	20·4	16·0	11·2	2·4
July	29·6	18·4	5·3	23·4	16·1	14·5	10·3	1·9
August	24·7	13·9	4·0	20·5	15·1	11·9	8·0	2·3
1967 June	33·2	19·3	5·4	27·1	17·7	15·1	11·6	2·0
July	28·4	17·6	5·1	21·9	15·5	13·6	9·9	1·7
August	20·1	9·7	3·7	19·6	12·2	12·1	7·6	2·3

(*a*) Estimated. (*b*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Orders in the textile and clothing industries

ORDERS RECEIVED by the textile and clothing group of industries in August showed a marked improvement over the earlier months of the year and in the three months ending August new orders were 2 per cent more than in the three previous months. The order books, however, shortened by 2 per cent between the end of May and the end of August, though there was a slight improvement over the low figure for July. Comparing the three months June to August with the preceding three months, deliveries increased by 4 per cent.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1965 1st quarter	121	122	97	96	99	97
2nd quarter	127	123	102	101	97	99
3rd quarter	117	124	87	100	95	100
4th quarter	121	121	107	95	103	98
1966 1st quarter	122	122	100	100	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	86	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	105	105	91	94	92	93
2nd quarter*	108	105	95	90	92	91
1966 June	127	124	96	95	96	97
July	122	122	75	91	90	99
August	115	118	65	84	85	96
September	109	115	83	84	100	93
October	106	107	95	76	104	93
November	107	104	104	83	101	92
December	105	105	78	92	85	93
1967 January	105	105	87	94	87	91
February	105	105	99	95	99	94
March	105	105	87	91	90	93
April*	106	106	100	92	95	90
May*	109	106	94	89	87	88
June*	108	105	90	90	94	95
July*	103	103	74	90	87	96
August*	100	104	75	97	82	92

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
*Provisional.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in August was 2 per cent higher than the previous year, compared with increases of 4 per cent and 3 per cent in July and June respectively.

Food shops and household goods shops showed increases of 3 per cent and 11 per cent respectively on a year earlier, while clothing and footwear shops showed a decrease of 9 per cent on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1966 Year	124	+ 2	130	+ 4	116	+ 1	115	— 3	125	+ 5
1966 3rd quarter	119	— 1	124	+ 1	118	— 3	114	— 6	120	Nil
4th quarter	136	Nil	133	+ 2	131	— 8	124	— 7	148	+ 6
1967 1st quarter	118	+ 1	133	+ 3	92	—10	112	+ 2	114	+ 5
2nd quarter	124	Nil	133	+ 1	108	— 7	118	+ 4	122	Nil
1966 August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1
September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil
October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7
November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2
December	158	Nil	146	+ 1	150	—10	126	— 5	198	+ 6
1967 January	113	+ 1	123	+ 2	88	— 7	122	+ 5	112	+ 2
February	120	+ 2	138	+ 5	88	—14	120	+ 1	112	+ 8
March	120	+ 1	137	+ 2	98	— 9	93	— 1	118	+ 6
April	118	— 2	132	+ 1	89	—12	108	+ 1	122	— 3
May	130	— 2	135	— 1	121	— 6	126	+ 2	129	Nil
June	124	+ 3	133	+ 4	114	— 4	121	+11	117	+ 3
July	120	+ 4	126	+ 7	101	— 2	119	+ 5	123	+ 2
August	124	+ 2	129	+ 3	106	— 9	125	+11	130	+ 4

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 24488, Ext. 213).

Cinema admissions and takings

THE FOLLOWING details were received from cinemas submitting regular four-weekly returns to HM Customs and Excise Department:

Period	Number of Cinemas	Admissions (thous.)	Gross box office takings (£ thous.)
March 26, 1967-April 22, 1967	1,272	22,680	4,631
April 23, 1967-May 20, 1967	1,307	17,906	4,077
May 21, 1967-June 17, 1967	1,290	15,456	3,458
June 18, 1967-July 15, 1967	1,294	14,891	3,478
July 16, 1967-August 12, 1967	1,298	20,546	4,789

After allowing for cinemas exempt from four-weekly returns and adjusting for calendar periods, the following weekly averages were estimated:

	Number of admissions (millions)	Gross box office takings (£ million)
1967 April	5·9	1·19
May	4·8	1·04
June*	4·2	0·92
July	4·9	1·10

*Average of five weeks.

The Queen's Award-winning British Drug Houses Ltd. is to embark on a concentrated sales campaign in France with its powerful bactericide, Panacide, aimed at industrial cutting-oil emulsions. Earlier this year BDH Laboratory Chemicals Division, Poole, introduced Panacide as a means of prolonging the active life of emulsions by eliminating bacteria which lead to wasteful breakdown of the emulsion into its constituent parts. Widespread interest has been shown by leading engineering organizations in the United Kingdom, and the use of Panacide in cutting-oil emulsions has now been adopted by many companies as a standard application. As a first stage in the marketing of Panacide for cutting-oil emulsions in France, BDH have appointed Société de Produits Chimiques Industriels, as distributors. The picture shows Monsieur Lionel L. Henry (right) of SPCI, with Mr. J. H. Jenks (centre), a director of BDH (International) Ltd. and Mr. S. A. Mumford, special products manager, BDH Laboratory Chemicals Division.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, October 20, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Pathe Pictorial Series 664/676: *Pathe Pictorial No.* 671	Br/E 32702	8	October 18	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Spills and Thrills	Br/E 32703	20	October 18	Carlyle Pictures Ltd.	Carlyle Pictures Ltd.
Pathe Pictorial Series 664/676: *Pathe Pictorial No.* 672	Br/E 32704	9	October 20	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Look at Life Series 35: *Pushing the Bike*	Br/E 32705	10	October 20	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe News 67-83	Br/E 32321	8	October 20	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-84	Br/E 32322	7	October 20	" " "	" " "
Movietone News 2001	Br/E 32455	7	October 20	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2001A	Br/E 32456	7	October 20	" " "	" " "
FOREIGN					
Days of Desire (Ils Sont Nus)	F 32698	90	October 18	Richard Schulman Entertainments Ltd.	Albatros Film, Paris.
Come Thursday	F 32699	68	October 18	" " "	Film AB-T.V.S., Stockholm and Robert P. Davis, New York.
The Oldest Profession	F 32700	115	October 18	Miracle Films Ltd.	Les Films Gibe, Paris, Francoriz, Paris and Rialto Film Preben Philipsen, GmbH, Berlin.
Seventeen	F 32701	88	October 18	Gala Film Distributors Ltd.	Palladium, Copenhagen.

CORRECTION TO THE REGISTER:
The playing time of the film 'Fortunat' (F 32678) registered on October 2, 1967, has been corrected to 119 minutes.

Exhibitions and Fairs

BRITISH WEEK IN STOCKHOLM—1

A British Week with problems—but with still bigger opportunities

By Anthony H. Vine, Director, British Week Office, Stockholm

This, the first in an irregular series of articles to be published over the build-up period for the British Week to be held in Stockholm next autumn, fills in the market background and shows how the well-tried and proved British Week technique can be adapted to meet the special requirements of that market.

THE BRITISH WEEKS in Brussels and Toronto are over. Not that they can now be forgotten: the hard, unspectacular work of following up remains and will, in the long run which alone matters, determine whether these two successful promotions have achieved their objectives.

Meanwhile, the British Week Office in Stockholm has been hard at work for seven months already and preparations for the Week to be held there from September 27 to October 5, 1968 are well advanced. Significantly, the joint Board of Trade/Export Council for Europe's campaign to arouse interest in the Stockholm Week has bettered its previous record by 25 per cent, pulling in over 1,500 names to a list that, with almost a year to go, is still growing steadily.

Far from inviting complacency, however, this solid groundwork presents, rather, a challenge and an opportunity to 'get our homework right' and attack the Swedish market with all the skill that its particular nature demands. For the Swedish market in general, and British Week in Stockholm in particular, while offering great possibilities, also presents its own special problems. An understanding of these is essential in making the right approach. What, then, are they?

It is necessary, first, to consider the general pattern of retail trade in Sweden and to show how the target areas for the British Week have been selected in the light of this pattern.

As in most advanced countries, the proportion of retail trade handled by small, privately owned shops in Sweden has diminished. Influenced by the motor car and, no less, by the working wife with limited time available for shopping, the roles of the department store, with its big food section, and of the supermarket have become more and more important. In turn, these trends have been catered for in urban developments by the creation of 'shopping precincts' in which the major outlets are concentrated and which are designed to cater for populations of up to 200,000. Meanwhile, the number of privately owned 'family grocers', having dwindled as the less efficient have gone out of business, has now stabilized with the development of the massive central buying and wholesaling organizations. The survivors, by buying through these and, increasingly, by changing to self-service, retain an important role. In other commodities, too, the number of shops has shrunk and is continuing to shrink, the survivors in most cases maintaining their trade by catering for increasingly specialized requirements – fashion boutiques, tourist shops, jewellers and so on.

None of this is exceptional, of course: it is the common pattern in most advanced countries. What is unusual is the extent to which the trend has developed and the way in which the normal British Week techniques have had to be adapted to meet it.

At first sight, the geographical concentration of retail turnover would appear to offer an ideal setting for British-Week-style promotions. In part it does. Released from the need to spread display material, street decorations, special events and such features as pavilions, show houses and design exhibitions over a sprawling, often irrational shopping area, the Stockholm British Week Office is in a position to concentrate these resources with every prospect of achieving the saturation and impact that others have dreamed about. But the Office is only too well aware that street decorations and the rest, however effective and however tidily concentrated, are a means and not an end. If the goods are not in the shops that line the streets then no acreage of bunting will make the Week a success. In fact the concentration, not in terms of geography but in those of buying power, has presented some very real problems.

A high proportion of the retail turnover in the obvious target area in the centre of Stockholm is controlled by relatively few retailing organizations, of which the largest controls not dozens but thousands of outlets throughout the country. Buying by such organizations is geared to this scale of operation – in many cases the whole buying and stock control system is computerized. Inevitably, this makes it virtually impossible for a major chain to mount a promotion, British or otherwise, in a tiny proportion of its outlets. Securing the participation of those – albeit large – branches within the target area would not lead to additional orders: the promotion would be achieved simply by diverting an appropriate quantity of those British goods which the chain handled anyway into the outlets concerned.

In other words, to ensure that a major store group or supermarket chain participates in British Week in the real sense – by buying in extra stocks, that is – something more needed to be done. This could only take the form of an extension of the obvious target area in the centre of the city.

This has now been done, in two stages. First, to the main area in the city centre, which includes the main department stores and the important new Hötorget shopping precinct, were added that section of the Old Town in which boutiques and small shops of various specialized types abound, together with three new suburban shopping centres. These latter – at Farsta, Vällingby and Solna – all lie within five to seven miles of Stockholm city. Between them they cater for a gross population of some 400,000, and in each the main store chains are well represented. All three have been intensively visited by the British Week Office's market officer team, all three will be fully serviced with display material and, so far as possible, with special events, and all three have, corporately and through the individual shops and stores, pledged their support for the British Week.

The second step has been to offer to those department store chains whose branches in the target areas are participating sufficient display material to enable them to mount simultaneous British promotions throughout their outlets in an area extending roughly 180 kilometres from Stockholm. This area includes much of the densely populated central region of Sweden and extends from Gävle in the north through Orebro in the west to Norrköping in the south. There can be no question of arranging special events in the towns in this outer ring, nor of extending the offer of display material to other than department stores: nevertheless, by giving this limited support, which will naturally be reinforced by the fall out of publicity from Stockholm (the area corresponds to the circulation areas of the main Stockholm dailies), it has been possible

to secure the much needed interest of the main store chains. It has created the opportunity for British manufacturers to sell the increased quantities of British goods to these chains without which British Week in Stockholm would have been only 50 per cent effective.

This is the picture, then. It shows a market more strongly dominated by massive store chains and central buying organizations than has been met with in earlier British Weeks in Europe. From the all important viewpoint of the manufacturer in Britain, these chains offer correspondingly vast opportunities. But the smaller manufacturer tempted to 'play in the big league' would be well advised to remember that the prizes are correspondingly hard won. The scale of their purchasing gives these chains the power to lay down specifications and quality standards, to insist upon special runs and special packaging, above all to demand an exceptionally high degree of advertising and general promotion in support of the goods they buy. Their willingness to participate in British Week is, indeed, conditional upon their not being expected to deal with large numbers of would-be suppliers unable to meet their very exacting requirements. But for the highly efficient manufacturer with a highly competent sales organization who is willing to bargain long and hard – and to commit himself to substantial promotional support – the rewards can be immense and long term.

However, even the major chains offer scope for the small producer to find a market for the right goods of the right quality. Clearly, bulk purchase on the grand scale tends to produce a uniformity in the goods offered to the public up and down the country. To enable their prestige 'flagship' stores – effectively, their main outlets in the target area of Stockholm – to offer a wider choice and to cater for the more discriminating customer, the main store chains operate a policy of adding a carefully calculated proportion of short-run – and often exclusive – goods to their big selling, bread and butter lines. This is obviously a rich market well worth the while of the manufacturer to explore.

Moving down the scale, there exist in Stockholm a number of medium-sized concerns operating varying numbers of outlets. These are largely restricted to the fields of men's and women's clothing, shoes and food and each is, in effect, the sole survivor from intense competition in its individual field and thus has a clear-cut 'personality' and caters for a clearly defined market. It follows that each, having reached its position in this way, is efficient and exacting in its buying. Some, particularly in clothing, demand a degree of exclusivity to help them preserve their fought-for position. But these smaller groups are naturally more flexible than the large chains and offer a potentially rewarding prospect to the manufacturer with goods that match their requirement. Canvassing of the shops by the staff of the British Week Office has produced a number of inquiries for specific goods; lists of these opportunities are being distributed within the next few days to those firms who responded to the joint Board of Trade/Export Council for Europe approach. A list of departmental stores will be similarly distributed.*

Finally, there are the smaller individual shops. While it is true that these are relatively few overall, a worthwhile proportion of those in Stockholm are concentrated in the target areas and here it is 'business as usual' with none of the formidable obstacles confronting those firms which decide upon a campaign to sell to the major chains.

To sum up, British Week in Stockholm offers every bit as much by way of opportunities to the British manufacturer as any previous Week. The special structure of the market means that those who accept its challenge should move in at the earliest possible opportunity and, if they are looking for the big orders, should come prepared to talk very big indeed. But those who feel they cannot play in the big league should not be deterred from coming, but should concentrate first on the smaller store groups and individual shops, and on the big department stores only if they feel they have something special to offer. Above all, the fact that Sweden, with a population of under eight million, nevertheless rates as Britain's fifth largest overseas market speaks for itself. The Swedes are used to buying British – they spend £30 a head on our goods every year and they will go on doing so on an increased scale if we offer them what they want to buy.

* Firms who have not already indicated their interest but who would like to receive these and future lists of opportunities should write to the Export Services Branch, Room E62, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Substantial orders for British firms at Düsseldorf plastics fair

A report from the British Consulate-General, Düsseldorf

FIRMS FROM Great Britain formed the largest foreign contingent at the Fifth International Plastics Fair held in Düsseldorf from October 5-12. This exhibition has grown considerably since the last one, which was held in 1963. Stand space increased from 72,000 square metres to 88,000 square metres, the number of exhibitors from 737 to 782, and visitors from 307,000 to 360,000.

The importance which is attached internationally to this exhibition is indicated by the fact that as high a proportion as 30 per cent of exhibitors and 30-40 per cent of all visitors came from abroad. British firms received inquiries from all the European countries and, indeed, from many other parts of the world. Exhibitors also set great store by the fact that although the public was admitted, visitors to the stands were predominantly potential customers from industry.

Forty-five British firms took part at this exhibition and 28 of these were on two main joint venture stands (one in the materials section and one in the machinery section) organized by the Board of Trade in conjunction with the British Plastics Federation and with the assistance of the Central Office of Information and the Commercial Section of the Consulate-General in Düsseldorf. These joint venture stands were well placed near the main entrance to the halls in which they were situated. Several British firms, however, had stands away from the main body of the joint stands: in some cases this was necessary because of the weight of the machinery being exhibited, in other cases the firms were exhibiting independently. As a result, British products were on display throughout all the halls of the exhibition.

Many of the British firms were exhibiting for the first time new pieces of machinery and processes embodying technical innovations and new designs. One firm was offering punched card control for a new injection moulding machine and, as the first company in Europe, if not in the world, to do so aroused great interest among visitors, particularly those from the United States. Another firm in the materials section showed various moulded plastic articles illustrating textured finishes achieved by their mould engraving process and reported substantial inquiries and the expectation of orders from Sweden and Czechoslovakia.

A British firm which has recently established a subsidiary in Germany and which was determined to be at the exhibition managed at the last moment to get a tiny stand measuring 6 ft. × 2 ft. on which to exhibit their temperature controllers for plastics machinery. Their representative was overjoyed at the number of new contacts he made. He regarded even this limited presence as an excellent advertisement for the firm's name and products. (A photograph of the stand of the firm concerned appeared in last week's issue of the *Journal*.)

In spite of the nature of the products and the services on exhibit – complex machinery and processes, specialized chemicals and materials – many British firms took substantial orders on the spot. Most, however, stressed that they expected the real value of their participation at the Fair to become visible only when following up the inquiries they had received.

During the course of the exhibition on October 8, the British Plastics Federation held a press conference which took the form of a typical English breakfast on a boat moored on the Rhine near the exhibition halls. Favourable reports appeared in the main financial papers. British participation was also mentioned on television news programmes and in the daily press. On October 9, Sir Frank Roberts, HM Ambassador in Bonn, accompanied by Mr. J. M. Fisher, HM Consul-General, Düsseldorf, and Mr. C. W. Blackman, HM Consul, Commercial, visited the exhibition and the British stands.

British exhibitors were extremely pleased at the business they had concluded and the contacts they had made and declared without exception their intention of returning for the next Plastics Fair in Düsseldorf.

Export successes at the Motor Show

OPENING the Motor Show in London on October 18, Viscount Watkinson of Woking said 'Too many of us in Britain are short-sighted about the car industry. In America a flourishing automobile industry is rightly regarded as a top indicator of national prosperity. In Britain we still have to accept completely the fact that we are not prospering unless our car industry is hitting new records not only at home but as an irreplaceable part of Britain's export drive. Here, as a member of the British National Export Council, I would congratulate the British car industry on the first class job that it is doing against tough competition in overseas markets.' He added: 'This is obviously going to be one of the best motor shows ever, and one that should spark off a new and positive move forward in the British economy here at home and in our penetration of world markets.'

Within minutes of the show opening the first large export order was announced by Vauxhalls. This was for £13¼ million worth of their new Vauxhall Victor model. Total export orders for the company, including Viva and Cresta models, was £31 million.

Speaking at a pre-Motor Show dinner in London the Prime Minister, Mr. Harold Wilson, said he believed there was a brighter side to the industry's troubles of last autumn and the early months of this year. The industry had emerged more streamlined and there was developing 'a new lean, hungry, aggressive – indeed impatient – desire to get cracking, particularly in export markets'.

The Prime Minister, speaking of exports said: 'Sometimes we may be tempted to feel that there is an unhealthy pre-occupation with our monthly trade returns, and certainly we have all agreed, we had all said, that too much should not be read into a single month's figures, good or bad.

'But if an undue pre-occupation with monthly figures might be thought unhealthy, there is nothing more healthy than that every one of us, on all sides of industry, our merchants and our salesmen who play a key role in Britain's export drive, should be studying the trends in our export and import figures and be doing this constructively.

'Our exports for the first nine months of this year are 5½ per cent above the same period of 1966 despite the fact that for the first time for many years we have been facing depressed markets in some of our principal trading areas – particularly the United States, Germany and France. The prospects here are now a great deal better. America's economic activity is moving sharply upwards and there is every reason to think it will be followed very quickly in Germany and France. Our imports – despite the surcharge imposed on our import bill by having to buy oil in fantastically more expensive supplying areas, by the cost of re-routeing tankers and the hire of tankers in a seller's market – our imports in the last quarter are 3 per cent lower than in the previous quarter.

'I said that our move forward into expansion must be based not only on exports, but on creating the conditions of economic advance in the development areas. In recent years the motor industry has – not without a lot of prodding and shoving – started a substantial redeployment of its activity in development areas. From my own constituency I know what has been achieved on Merseyside, with the factories at Halewood and Ellesmere Port, Speke and Kirkby. Scotland and Wales have also benefited. But at a time of expansion when this industry – as it always does and must – looks forward several years ahead – it is vital that in your forward planning you should concentrate your thoughts and programmes on the development areas'.

Mr. Wilson added that the motor industry accounted for £2,300 millions of our total national production and for £800 millions of our national export effort.

'I have spoken about productivity. But this is not all. Year by year – and I am told not for many years has this been so marked as at Earls Court this year – we see the effects of more and more concentration on design and styling, and on adequate, indeed prolonged, pre-production research and testing to give the best possible performance – including the mobilization of the best brains in the industry and a great deal of capital equipment for improving the safety performance of our cars. Again, there were those who, when one of our biggest markets and with little warning introduced new and rigorous safety requirements, thought that this would cost us many months of lost exports in that market. The speed and efficiency with which the industry reacted to this challenge should leave no one in doubt about our determination to hold on to – indeed to improve – our grip on our export market'.

Queen's Award

Speaking of the Queen's Award for exports and for technology, Mr. Wilson added: 'Export and technology, design, sales and service are the battle cries for the effort not only of this industry but of every industry. Despite the difficulties industry has been facing – including that of profitability – the value of our exports of cars this year has held up well as have those of commercial vehicles which have had a hard struggle to maintain their exports. Because of the growth of factories abroad, dependent on total or partial assemble from imported parts or CKD vehicles our export of parts and components this year has continued to expand, and this year's total should be well in excess of £200 million value, an increase of nearly £100 million on the figure for 1961, six years ago.

'Prospects for the home market justify the hope of positive and progressively expanding sales through 1968 and 1969. You are poised for expansion. Home sales these past two months have been at an all time record level. Many firms are in the happy position of being tuned up for production – including the new models – while at the same time have run down stocks to almost famine levels. The Minister of Transport, I believe, has shown a proper appreciation of the industry's problems by her timing of the new registration letter – to help in the traditionally depressed weeks between the summer and the motor show. And while referring to my colleague, perhaps I should say that having now got across with some success the doctrine that you don't drink and drive, there is some evidence that it is not driving they are giving up.

'I have seen estimates showing that, despite the depressed state of the market in the early months of this year new car registrations are now recoving well and that 1968 could see a total exceeding that of your previous best year. I think it has been widely agreed that the Government's two boosts to the industry on hire purchase also showed some sense of timing. I think the seasonal timing was right, and of course they influenced demand when very many potential buyers had deferred their purchase for over a year, and were therefore ready to come into the market'.

The show opened well with a record-breaking attendance on the first day when almost 22,000 people paid £1 to give the show its biggest and best £1 day in its history. All round attendance at the end of the show's first week was 20 per cent up on average and the number of overseas visitors was also significantly up.

A general view of exhibitors' stands at this year's Motor Show, which runs until October 28 at Earls Court, London.

Rootes announced at the show that the Iran National Company, which produces Hillman Hunter and Minx models in Tehran, is to double its output from 500 Hillmans a month to 1,000 a month early next year.

The Iran Company has added 8,000 Hillman Minxes, worth over £6 million locally to its original orders – and Rootes is providing additional technical assistance to the Iran Company to achieve the increased production rate.

The Hillmans – with locally made body panels – are produced at the Iran Company's new £4 million plant, which was designed by Rootes and opened last May. They will become the country's top selling car model.

Other export orders announced at the end of the show's first week were a total of £4 million in overseas orders for Rover's new 3.5 litre car, while Ford expect to earn £25 million with their Cortina models overseas in 1968. This is more than three times the export sales of this model in the current year.

Leylands announced at the show that they have signed a contract to build a diesel engine plant in Persia.

Sports cars topped the list of orders for the American market. Aston-Martin received a £150,000 order for their cars, while BMC had firm orders for £6 million worth of their sports cars.

Total attendance at the show was up by over 20,000 by October 24 compared with the same period last year (278,702 compared with 258,214). It closes tomorrow (October 28).

A general view of the British Pavilion at the Surinam Trade Fair. Called the British Commercial and Information Centre, it contained a photographic exhibition of a cross-section of British industry and aroused much interest at the fair.

Surinam Trade Fair

A report from the British High Commission, Georgetown, Guyana

FOR THE FIRST TIME HMG participated in the Surinam Trade Fair in Paramaribo from September 28 to October 10. Participation was decided upon at an advanced date and it was not, therefore, practicable to have an actual display of industrial products.

A pavilion 30 metres by 15 was rented and it was decided to mount a COI photographic exhibition of a cross-section of British industry. The pavilion was called The British Commercial and Information Centre and when mounted, by officers from our High Commission in Georgetown, proved to be a great success.

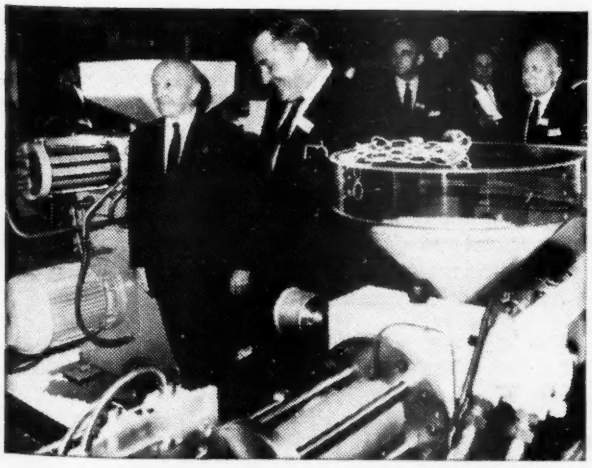
The centrepiece was a 1/24th scale model of a VC.10 which was provided by the courtesy of the British Overseas Airways Corporation. This, in its own right, was a tremendous attraction and is likely to lead to a demand for passages in the VC.10 when it starts operating into Atkinson Airfield, Georgetown in 1968.

It was found possible to include a few examples of foodstuffs and toilet requisites, and a motorcycle which was exhibited by the Surinam agents of BSA. This motorcycle, too, attracted much attention from the younger viewing public and several inquiries about this new 250 cc model were received by the BSA agents in Paramaribo.

Total attendance at the fair was estimated at some 55,000, and of these between 40,000 and 45,000 made their way painstakingly around our small pavilion. The account of agency inquiries has not yet been finalized but it can be recorded here that many such requests were made covering such diverse products as baby foods, foodstuffs, toilet requisites, motorcycles, multi-stage rice mills, reconditioned draglines, and saw mill equipment; this serves to accentuate the interest that exists in British products in Surinam and it is hoped that this small exhibition will be the first stage in a progressive increase in United Kingdom exports to Surinam.

During the course of the exhibition it was also possible to show some 28 documentary films in an area set aside for this purpose, and it is estimated that a total of some 2,000 people attended the showings of the British documentaries.

There are no success stories to report as a direct result of the exhibition which was, in any case, intended as a first step forward and an effort to project British industry into Surinam rather than to carry out any direct sales promotion. There are, clearly, good opportunities in Surinam and it is recommended that firms sending representatives to the Caribbean should include Paramaribo on their itinerary.



Left: Sir Frank Roberts, HM Ambassador in Bonn, is shown the machinery of R. H. Windsor Ltd. on their stand at the International Plastics Exhibition, Düsseldorf. Right: The British joint venture stand in the materials section of the exhibition. **A report appears on page 1053.**

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INTERNATIONAL HARDWARE TRADES FAIR
OLYMPIA LONDON JAN 29 — FEB 2

Inspecting British furniture on show at the 8th European Furniture Salon in Lyons are: Left foreground, Mr. J. O. McCormick, British Consul-General; on Mr. McCormick's left, Monsieur Louis Joxe, Minister of Justice; and standing behind Monsieur Joxe, Dr. Charles Mérieux, president of the Mérieux Institute, and the Austrian Consul. Mr. Wooldridge, secretary of the British Furniture Manufacturers' Association, is standing directly behind Mr. McCormick. Exhibitors found an enthusiastic demand at the fair for both modern and reproduction British styles.

A demonstration of the Tide-Dry automatic retractable clothes line by Mr. H. E. Newton-Mason, managing director of Associated Sprayer, for Mr. and Mrs. Wm. C. Beckenbach of Swift Wheels Manufacturing Co., Cleveland, Ohio, at the New York National Hardware Show. Fourteen British manufacturers participated in the exhibition with Board of Trade assistance. A report on the New York National Hardware Show will appear in next week's issue of the Journal.

British manufacturers make an impact at Lyons furniture fair

A report from the British Consulate-General, Lyons

THE 8th European Furniture Salon (Meuropam/Pro-Meuropam) took place in Lyons between October 7 and 10. Mr. Louis Joxe, Minister of Justice, opening the Salon stated that its success was one more proof that there was no need for every business in France to be centred upon Paris.

This year there were over 600 firms occupying some 1,100 stands, more than one-fifth of which came from 18 foreign countries, including Belgium, Italy, Holland, Western Germany and Great Britain. The Salon, which is open to professionals only, was visited by a record number of buyers from European and African countries, including a Swiss delegation of 100 buyers invited by the organizers of the Salon. Despite fears that the application of the added value tax at the retail instead of at the wholesale level in France next January would adversely affect sales at the Salon, the overall amount of business achieved showed a slight increase compared to the previous year.

This year Great Britain provided a group exhibit at Meuropam, in the form of a joint venture sponsored by the Board of Trade, the first country to do so. Thirteen exhibitors, of which 11 were members of the High Wycombe Furniture Manufacturers' Society, were grouped together under the auspices of the British Furniture Manufacturers' Federated Associations in two galleries on the first floor of the main exhibition hall in the buildings of the International Lyons Fair.

The High Wycombe Furniture Manufacturers' Society had organized their participation in order to introduce their members to the French market and, as it transpired, not only were inquiries received from France but from other European countries as well, notably Switzerland. Indeed some exhibitors were surprised to receive visitors from as far afield as Africa, Japan and the United States. Ably assisted by students on the export management course at the High Wycombe College of Technology, the exhibitors were able to judge for themselves the tastes and requirements of the French market. Until quite recently it was accepted that reproduction furniture was the big seller in France and that more *avant garde* styles did not suit the average Frenchman. This theory was exploded by such firms as Evans of High Wycombe with their Gogo range and A. & F. Howland with their modern 'knock down' chairs who were overwhelmed by the enthusiastic demand from French buyers. But Cowley Upholstery with their luxury armchairs and settees and Jaycee with their regency and tudor style furniture, although already versed in techniques of selling in France, also added to their order books and increased their coverage of the market. Many of the newcomers have found agents to sell their furniture and all of them were convinced that their participation had been well worthwhile.

Elsewhere in the Salon were 10 other British firms including three in the Pro-Meuropam section, Firth Carpets, Crossley and Carpet Trades, who all managed to increase their number of clients, despite what they felt was a decline in actual buying due in a large measure to the present economic climate in France.

The French market has for a long time been considered traditionalist in terms of furniture fashion, and Lyons has to a large extent been one of the bastions of this tradition. Meuropam 1967 has shown that with good preparation and promotion the colour and excitement of new styles can catch the imagination of such a market. Having made the impact, it is for British designers to maintain their lead over the rest of the world and British salesmen to make sure their products reach the customers who want them.

'British shopping days' at Arezzo

LOCAL AUTHORITIES, shopkeepers and customers in Arezzo in Northern Italy co-operated enthusiastically in a three-day British shopping event which was staged at the request of the Associazione Commercianti from October 5-7. Like the British Shopping Week in Florence last autumn, the Arezzo promotion came about as a direct result of interest stimulated by the major British Week in Milan in October 1965. The Italian Minister of Foreign Trade, On. Dante Graziosi, was present on the inaugural day, and the President of the Italian House of Parliament, On. Brunetto Bucciarelle-Ducci, at the closing ceremony.

Attractive displays of British goods were mounted by some 80 shops in the centre of the town, with the aid of display material provided by the Board of Trade. Products on sale included tractors and duplicating machines as well as textiles, woollens, knitwear, ties, liquor, biscuits, toys, furniture, antiques and records. Several supporting exhibitions, and two British policemen and a policewoman from the Eastbourne constabulary, together with a pipe band and dancers, aroused much interest.

This successful promotion proved of real commercial value to British firms and to Arezzo retailers. Until a few months ago, only 20 or so of the main shops stocked British goods and few displayed them prominently. The Shopping Days have provided an opportunity for the introduction of many new British products and also for the making of new contacts between British suppliers and Italian retailers, with great potential value to both.

British footwear strides ahead at Chicago Shoe Fair

A report from the British Consulate-General, Chicago

THE NATIONAL SHOE FAIR of America, which is held annually in Chicago, took place this year from October 8 to 11. The Board of Trade, in conjunction with the British Footwear Manufacturers' Federation, organized a third joint venture in which the number of firms participating had increased to 20. Four other British firms, joined by their American subsidiaries or distributors, took part independently. The exhibits were on view at four of the leading Chicago hotels and the British firms were divided between the Palmer House and Conrad Hilton, displaying men's and women's footwear respectively.

The British shoe industry has had an established foothold in the United States market for some time now, and this year's styles and colours kept up our standard. The phenomenon of the mini skirt has evoked a keener interest in women's footwear fashions. The 15,000 American buyers and retailers who attended the Fair were especially attracted by the up to the minute designs in the British section, aimed mainly at the teenage and younger women's market for spring and summer 1968.

The traditional success of the high quality English men's classic lines was this year heightened by a wider selection of casual and country footwear. Among other British exhibits were riding and street boots, heavy duty footwear, children's shoes and, for the first time, football boots to meet the interest of America's recent adoption of soccer.

The Fair is sponsored by four American footwear associations. It got off to a good start amid an enthusiastic business atmosphere though attendance this year was less than in previous years, possibly due to the finals of the baseball World Series. Mr. L. C. W. Figg, deputy Consul-General, held a reception at the Consulate-General which was attended by some of the trade and local Press. The established firms strengthened their existing connections and in several cases made new ones to further their penetration of the market. Some of the newcomers must have found the going difficult owing to the decreased attendance, but all of them gained experience of and contacts in the American shoe trade.

A close inspection of some of the men's shoes which formed part of the British displays at the Chicago Shoe Fair. Twenty British firms participated in a joint venture at the fair organized by the Board of Trade in conjunction with the British Footwear Manufacturers' Federation.

Other foreign exhibitors at the Fair included 36 Spanish firms in a joint open display, about a dozen each from France and Italy, and others from Japan, Holland, Germany, Switzerland, Mexico and Canada.

As a result of increased Federal and State taxation, higher wage scales and rising costs on all levels, the American shoe industry has suffered a serious setback. During the first six months of this year, domestic production was 9 per cent down on last year, while shoe imports increased by 32 per cent to 24.5 per cent of the total United States production. Foreign shoe imports equal 18 per cent of all women's casuals, 24 per cent of men's dress shoes and 28 per cent of all women's dress shoe production. Domestic output this year is expected to total 610 million pairs, 5 per cent below last year.

PROGRAMME OF OVERSEAS TRADE PROMOTIONS

Publication of the green paper supplement giving the Programme of Overseas Trade Promotions, which was to have been published on November 3, has had to be held over until November 10.

Royal International Dairy Show

THIS year's Royal Dairy Show at Olympia, London, becomes international for the first time. Opened on October 21 the show is trying to boost its falling attendance of recent years by an added appeal to the townsmen – hence the Saturday opening.

With the switch to international status the show was expecting a larger than usual influx of overseas visitors – both to see British stock and to inspect British dairy and milking machinery. Further details of the show – which closed on October 25, after the *Journal* went to press – will be given in next week's issue.

Symposium on cost of exhibitions

'THE COST CONTROL OF EXHIBITIONS' was the subject of a symposium held by the Association of Exhibitors and Conference Managers Limited in London on October 19. The speakers were Miss Molly Barnes of Industrial and Trade Fairs Limited, for exhibition organizers; Mr. B. McCloud-Kennedy, a director of Osters and Fleming Limited, exhibition stand contractors; and Mr. Ian Bradbery, of Ian Bradbery and Associates Limited, exhibition stand designers.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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Overseas Trade and Exports

The Federal Republic of Germany's Tax on Value Added

By Dr. W. Cohn, O.B.E., Assistant Legal Adviser, British Embassy, Bonn

THE *Board of Trade Journal* of September 15 (page 668), announced the introduction by Germany of a Tax on Value Added. The new Law, called Turnover Tax Law (Tax on Value Added), *Umsatzsteuergesetz* (*Mehrwertsteuer*) was promulgated on May 29, 1967, and will come into force on January 1, 1968. It differs from the present Turnover Tax Law in many respects and serious problems raised by it have not yet been clarified. Implementing regulations laying down procedures especially in the field of book-keeping and accounting, and also with regard to stocks held at the time of change-over from the old to the new system are not yet ready, and the following is published therefore only as preliminary guidance on certain points of interest to British businessmen. Every care has been taken in the compilation of this notice but no responsibility can be accepted as to its correctness or completeness.

The new Law provides for two types of tax, the Turnover Tax (Added Value Tax) *Mehrwertsteuer* and the Import Turnover Tax *Einfuhrumsatzsteuer*. They are the approximate equivalents of the Turnover Tax and the Turnover Equalisation Tax of the present Law which ceases to have effect after December 31, 1967:

(a) Import Turnover Tax is payable on the importation of the goods into the Federal Customs area. It is assessed and levied by the Customs authorities together with the Customs duty in accordance with the procedure for the collection of this duty.

(b) Turnover Tax (Added Value Tax) becomes payable on the delivery of goods or on the rendering of services in Germany (with the exception of deliveries in customs enclaves and free ports). It is thus necessary, for the purposes of the new Law, to determine what constitutes a delivery. Delivery is effected at the time when power of disposal passes to the purchaser and at the place where the goods in question are at the moment when power of disposal is obtained by the purchaser or on his behalf. In this respect the situation under the new Law is the same as under the existing Law. It is however important for British businessmen to know that Paragraph 3(7) of the new Law expressly lays down that if the goods to be delivered are despatched or conveyed to the purchaser (or to a third party on his instructions) delivery is deemed to have been effected with the commencement of the despatch or with the handing over of the goods to forwarding agents, carriers, railways, posts, aircraft or shipping companies. British exporters will thus not become liable to Added Value Tax if the goods are handed over to forwarding agents, carriers etc. outside Germany but the goods will of course still be liable to Import Turnover Tax. If however goods are delivered in Germany by the British seller for instance in his own vehicles, or if they are brought into Germany by him and stored there (perhaps with his agent or under the agent's control) and then delivered, or if the delivery does not consist in the delivery of physical objects alone, but comprises the erection or assembly of a machine in working order at a place in Germany, delivery cannot be said to have been effected outside Germany. Consequently, in these cases Added Value Tax will have to be paid by the British seller.

Basis of assessment

The basis of the assessment of the Import Turnover Tax is the value of the imported articles as determined in accordance with the relevant provision of the Federal Customs Act, plus customs duty and any other impost, and also plus the cost of transport to the first place of destination in Germany. (Unless this is already covered by the value of the goods or the sales price).

The basis on which the Added Value Tax is assessed is the remuneration or consideration given by the recipient of the goods or the services for the delivery of goods or for other services rendered, together with anything given by a person other than the recipient for such delivery and or services. The basis at any stage excludes, however, any Turnover Tax or Import Turnover Tax previously paid.

The rate of tax is 10 per cent. with a reduced rate of 5 per cent. Lists of articles benefiting from the reduced rate are contained in Section 12, paragraph 2, of the Law and in Schedule 1 attached to it. The Export Services Branch of the Board of Trade (see below) have a copy of the Law and can inform inquirers which goods attract a higher or lower rate. The Law has not yet come into force, but an amending Law has been passed by the Bundestag to raise, with effect from July 1, 1968, the rates of 10 and 5 per cent to 11 and 5½ per cent respectively.

A very important aspect in which the new Law differs from the present one is the possibility for a businessman to deduct from his own liability to Added Value Tax the taxes levied on the goods at earlier stages of turnover (Section 15, paragraph 1). Deduction will be allowed each time for the taxes levied at the prior stages on all supplies purchased by the business. Thus the tax already paid at earlier stages will be taken into consideration and the cumulative effect of the old Turnover Tax will be avoided. The following taxes will be taken into consideration when assessing a businessman's liability:

(a) the tax stated separately by other contractors on the invoice for deliveries and other services which have been carried out for his enterprise;

(*Continued on next page*)

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THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

GERMANY'S TAX ON VALUE ADDED, *continued*

(b) Importation Turnover Tax paid for articles imported for his enterprise.

In the majority of transactions between British businessmen and their German customers, delivery (in the sense of transfer of power of disposal over the goods) will be effected outside Germany and no Added Value Tax will, therefore, be payable by the former except in such cases as mentioned above. If delivery were made in Germany and liability to Added Value Tax arose for that reason, the British businessman could deduct from that tax the Import Turnover Tax he would pay on importation (paragraph 15 of the Law): he would be liable in those circumstances eventually for only the one amount of tax. Where delivery, i.e. the power of disposal over the goods, would be effected outside Germany, but the goods were, nevertheless, brought into the Federal Republic by the British supplier, he would for this reason be liable to pay the Import Turnover Tax. As the physical bringing of the goods into Germany *after* delivery abroad to the German customer would not have been made for the British enterprise but for the German purchaser's business, the British businessman, not being liable to pay Added Value Tax, could not deduct Import Turnover Tax. He is in these cases under obligation to render the invoice to his customer showing this tax payment separately (Section 14). Exporters will have to consider these points with a view to a possible readjustment of their prices and other conditions of sale especially stipulating that the German purchaser is the importer and responsible for clearing the goods through the Federal Customs (including Import Turnover Tax). Methods and terms will vary from case to case according to the circumstances.

A good deal of book-keeping, rendering of tax returns and similar paper work will be the result of the new system. It is, therefore, advisable that all British businessmen appoint in Germany a representative who is authorized to receive correspondence from the German Inland Revenue and to safeguard the interests of his British principal. The German local agent will in very many cases be a suitable person, but if this is found to be too much for him, firms should consider the appointment of a tax adviser, e.g. those firms of English chartered accountants who have branch offices in Germany. Lists of such firms can be obtained from Export Services Branch whose address is given below.

Inquiries about the new law should be made to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449. Telex 25977).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Benelux

THE TUNISIAN *Journal Officiel* of September 22-26, 1967 announced the renewal, for a further year from April 1, 1967, of the trade agreement of 1958 between Tunisia and Benelux. Quotas under the agreement remain unchanged compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481), quoting reference CRE 7871/G.

Hints to businessmen visiting Afghanistan, Argentina and Upper Volta

REVISED EDITIONS of the booklets on Afghanistan, Argentina and Upper Volta have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Amendments to list of British Commercial Representatives Overseas

THE FOLLOWING amendments should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on September 1, 1967.

BOTSWANA – *delete* 'First Secretary' and *substitute* 'Deputy High Commissioner'.

ICELAND – *insert* after the telephone number '(Telex 29-37 a/b Prodrome RYK)'.

INDIA – **Madras:** *delete* 'Mr. M. W. R. Mustoe' and *substitute* 'Mr. R. G. Bartley'.

ITALY – **Naples:** *insert* postal code 'I.80122' after the word 'Naples' in the address of the Consulate-General.

LEBANON – *delete* 'Mr. F. W. J. Cooper' and *substitute* 'Mr. H. St. J. Armitage'.

LESOTHO – *delete* 'Mr. J. M .Brown, Deputy High Commissioner' and *substitute* 'Mr. M. Chapman, First Secretary'.

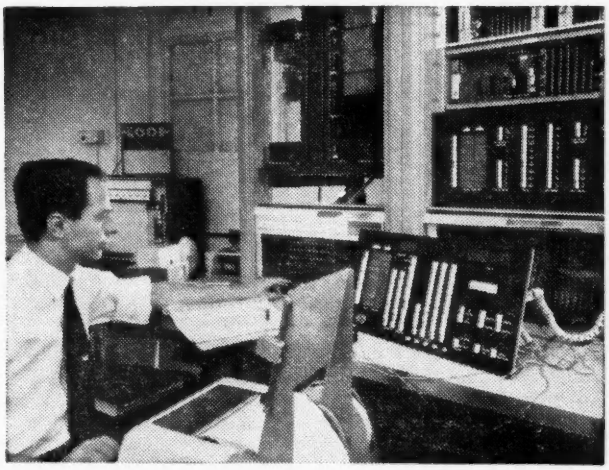
MALAYSIA – **Jesselton:** *delete* 'Mr. H. B. Herring, Second Secretary (Commercial)' and *substitute* 'Mr. T. Duffy, First Secretary in Charge'.
Kuching: *delete* 'Mr. T. Duffy, First Secretary (Commercial)' and *substitute* 'Mr. F. Kennedy, First Secretary in Charge'.

NETHERLANDS – **Amsterdam:** delete existing telephone numbers and *substitute* '234607'.
Rotterdam: *delete* entire entry (there is no British representative at Rotterdam).

NEW ZEALAND – **Christchurch:** *amend* address to read 'Bank of New Zealand Building, corner Colombo and Hereford Streets, Christchurch'. The rest of the entry is unchanged.

SWITZERLAND – **Geneva:** *amend* address and telephone numbers of Consulate-General to read '6th Floor, Rue de Vermont 37-39, 1202, Geneva (Tel. 34.38.00 and 33.23.85)'.

TOGO – *delete* 'Mr. E. M. Smith, BEM, First Secretary and Head of Chancery' and *substitute* 'Mr. I. S. Danson, Third Secretary'.



What is believed to be the first direct digital control system to be installed in France for the application of computer control to an industrial process has just been completed and commissioned for a French company by George Kent (Petrochemical) Ltd., a member of the George Kent Group. The system, shown here being programmed at Kent's Luton factory, received its first European showing at the Het Instrument Exhibition in Utrecht (October 10 to 19). Kent recently installed the system, termed the K70, at BIP Chemicals Ltd., of Oldbury, where it was on line and operational within four days of delivery.

UNITED STATES OF AMERICA – **Chicago:** *delete* '200 South Michigan Avenue' and *substitute* '33 North Dearbon Street'.
San Juan: *delete* entire entry and *substitute* 'Mr. B. W. Gordon, Consul. British Consulate, Banco Popular Centre, 10th Floor (Room 1024), Hato Rey, San Juan 2, Puerto Rico (Tel. 767-4435) (*Postal address:* British Consulate, P.O. Box 1307, San Juan, Puerto Rico 00902).

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(207/67) Camouflage Equipment for the Algerian Ministry of Defence. November 30. E.S.B. 37859/67.

ARGENTINA

(207/67) Hydro-electric Project for the National Directorate of Energy and Fuel. (Pre-qualification.) November 30. E.S.B. 14429/67.

AUSTRALIA

(207/67) Structural Testing System for Commonwealth Scientific and Industrial Research Organization. December 4. E.S.B. 37851/67.

(209/67) Hydraulic Cold Forming Press for Department of Supply. November 22. E.S.B. 38032/67.*

(208/67) Construction of Terminal Building for Department of Works. November 14. E.S.B. 38001/67

(207/67) Butterfly Valve for Hydro-electric Commission of Tasmania. (Further Information.) Tender documents now available. E.S.B. 37300/67.*

(207/67) Construction of Wharf for Marine Board of Devonport. (Further Information.) Tender documents now available. E.S.B. 37569/67.*

(208/67) Transformers for Northern Electricity Authority of Queensland. November 29. E.S.B. 38037/67.

(205/67) Automatic Telephone Exchange Equipment for Northern Electricity Commission of Queensland. (Further Information.) E.S.B. 37520/67.*

Postmaster-General's Department:

(207/67) Wire. November 16. E.S.B. 37839/67.*

(207/67) Telephones. November 23. E.S.B. 37840/67.*

(207/67) Telephone and Telegraph Equipment. November 14. E.S.B. 37841/67.*

(205/67) Transformer for Queensland State Stores Board. November 27. E.S.B. 37661/67.*

(207/67) Underground Cables for State Electricity Commission of Victoria. (Further Information.) Tender documents now available. E.S.B. 37561 67.*

(209/67) Transformers for the State Electricity Commission of Western Australia. Closing date not known. E.S.B. 37856/67.*

States Stores Board:

(207/67) Turbine Test Rigs. November 13. E.S.B. 37852/67.*

(208/67) Testing Machines. November 20. E.S.B. 37872/67.*

(207/67) Transformers for the Victoria Railways Stores Branch, Melbourne. (Further Information.) E.S.B. 37501/67.*

BARBADOS

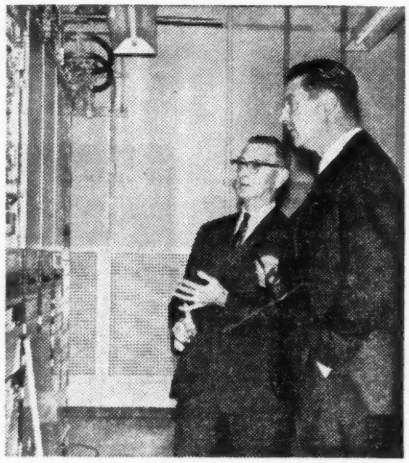
(204/67) Construction of Sports Stadium for Gardner Tomlin Associates (Advance Information.) E.S.B. 37623/67.

BELGIUM

Supreme Headquarters, Allied Powers, Europe:

(206/67) Test Equipment. November 24. E.S.B. 37822/67.*

(206/67) Equipment Shelters. December 8. E.S.B. 37821/67.*



Sr. Santiago Astrain (right), general manager of Chile's Empresa Nacional de Telecomunicaciones, SA, recently visited the Coventry headquarters of GEC (Telecommunications) Ltd. During his stay he attended the official opening of the new 500 feet high Post Office tower in Birmingham. This tower is an important link in the network of high capacity microwave systems that will carry telephone conversations and television signals throughout Britain. Sr. Astrain and Mr. J. Williamson, a GPO technical officer, are seen here on the 21st floor of the building, discussing a section of the transmission equipment, most of which has been supplied by GEC. This equipment will eventually enable the tower to handle over 100,000 telephone speech-circuits and at least 40 television programmes. Similar equipment is being supplied to Chile for a vast telecommunications network, the main link of which will provide several hundred telephone circuits or television between Santiago and Arica – a distance of 1,120 miles. In addition, there will be telephone communication for 21 other towns en route. Sr. Astrain also met Sr. Patricio Diaz, a young Chilean graduate engineer who is in GEC's training department learning about the microwave equipment he will be operating and maintaining.

BRAZIL

(207/67) Telecommunications Equipment for the Telecommunications Company of Para. December 11. E.S.B. 37857/67.

BURMA

Agricultural and Rural Development Corporation:

(208/67) Agricultural Equipment. November 10. E.S.B. 37889/67.*

(208/67) Fertilizers November 15. E.S.B. 37892/67.*

(208/67) Agricultural Chemicals. November 15. E.S.B. 37893/67.*

(208/67) Pharmaceuticals; Chemicals for Burma Pharmaceutical Industry. November 11. E.S.B. 37882/67.*

(209/67) Tabulating Forms for Electricity Supply Board. December 20. E.S.B. 38003/67.*

People's Oil Industry:

(208/67) Wire Binding Machine. November 20. E.S.B. 37868/67.*

(208/67) Steel Angles. November 20. E.S.B. 37869/67.*

(208/67) Brass Plates. November 20. E.S.B. 37870/67.*

(208/67) Laboratory Equipment. November 20. E.S.B. 38004/67.*

(208/67) Testing and Measuring Instruments. November 20. E.S.B. 38005/67.*

(208/67) Pipes. November 15. E.S.B. 38025/67.*

(208/67) Pipe Fittings. November 15. E.S.B. 38026/67.*

(208/67) Gate Valves. November 15. E.S.B. 38027/67.*

(208/67) Mechanical Handling Equipment for Port of Rangoon Board of Management. December 9. E.S.B. 38007/67.*

Public Works Corporation:

(208/67) Nails and Panel Pins. November 13. E.S.B. 38002/67.*

(208/67) Rotary Drilling Machine. November 29. E.S.B. 38016/67.*

Union of Burma Railway Board:

(204/67) Drills. November 20. E.S.B. 37614/67.*

(204/67) Drills. November 20. E.S.B. 37608/67.*

(204/67) Files. November 20. E.S.B. 37609/67.*

(204/67) Files. November 20. E.S.B. 37613/67.*

(204/67) Welding Accessories. November 20. E.S.B. 37616/67.*

(204/67) Hand Tools. November 20. E.S.B. 37607/67.*

(204/67) Twist Drills. November 20. E.S.B. 37615/67.*

(204/67) Cement Carbide Tools. November 20. E.S.B. 37618/67.*

(204/67) Dies. November 20. E.S.B. 37619/67.*

(204/67) Dies and Die Heads. November 20. E.S.B. 37620/67.*

(208/67) Decorators' Material. December 11. E.S.B. 38008/67.*

CEYLON

(209/67) Hydraulic Jacks for Ceylon Fisheries Corporation. November 10. E.S.B. 38047/67.

(208/67) Electric Meters for Co-operative Wholesale Establishment. Not dated. E.S.B. 38023/67.*

(208/67) Cotton Canvas for Government Stores Department. (Further Information.) Tender documents now available. E.S.B. 37524/67.*

Ministry of Communications:

(206/67) Rails. December 12. E.S.B. 37823/67.*

(208/67) Rails. (Further Information.) Tender documents now available. E.S.B. 37823/67.*

(208/67) Compressed Air Hose for State Engineering Corporation of Ceylon. November 14. E.S.B. 38017/67.*

(208/67) Construction of Fertilizer Plant for State Fertilizer Manufacturing Corporation. (Pre-qualification.) November 15. E.S.B. 38024/67.

(208/67) Steel Keys for State Hardware Corporation. (Further Information.) Tender documents now available. E.S.B. 37523/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 50 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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CHILE

Empresa Nacional de Electricidad S.A.:
(206/67) Ventilators. November 16. E.S.B. 37696/67.
(206/67) Constructional Equipment. November 21. E.S.B. 37697/67.
(206/67) Constructional Machinery. November 23. E.S.B. 37698/67.

COSTA RICA

(206/67) Exercise Books for La Proveeduria Nacional. (Correction.) E.S.B. 37506/67.*

ECUADOR

(204/67) Construction of Bridge for the Ministry of Public Works. December 4. E.S.B. 37631/67.

ETHIOPIA

Ethiopian Electric Light and Power Authority:
(207/67) Transformers. November 16. E.S.B. 37853/67.*
(207/67) Switchgear. November 16. E.S.B. 37854/67.*

FORMOSA

Central Trust of China:
(207/67) Calibrator. November 13. E.S.B. 37861/67.*
(207/67) Laboratory Equipment. November 15. E.S.B. 37862/67.
(207/67) Electrical Equipment. November 16. E.S.B. 37873/67.*
(207/67) Pipe Fittings. November 15. E.S.B. 37878/67.*
(207/67) Pressure Gauges. November 15. E.S.B. 37880/67.*
(208/67) Butt Hinges. November 11. E.S.B. 37876/67.*
(208/67) Laboratory Equipment. November 20. E.S.B. 37886/67.*
(208/67) Electronic Balancer. November 13. E.S.B. 37887/67.*

GERMANY, FEDERAL REPUBLIC OF

The Joint Purchasing and Contracting Officer H.Q.:
(207/67) Stationery. (Further Information.) Closing date postponed to December 15. E.S.B. 32845/67.*
(209/67) Tyres and Tubes. (Further Information.) Closing date postponed to December 15. E.S.B. 36333/67.*

GREECE

Ministry of Commerce:
(205/67) Workshop Equipment. (Further Information.) Closing date postponed to November 13. E.S.B. 27937/6/67.*
(207/67) Typewriters. (Further Information.) Closing date postponed to November 15. E.S.B. 37092/67.*
(207/67) Hospital Supplies. November 20. E.S.B. 37830/67.*
(205/67) X-ray Films for Ministry of Trade. November 20. E.S.B. 37652/67.*

HONG KONG

(206/67) X-ray Unit for Controller of Stores. November 10. E.S.B. 37693/67.*
(206/67) Steel Tubes for Tender Board, Colonial Secretariat. November 10. E.S.B. 37694/67.*

INDIA

(206/67) Tools; Instruments; Machinery for Aero Engine Factory Project. November 30. E.S.B. 37700/67.
(205/67) Control and Relay Panels for Andhra Pradesh State Electricity Board. (Further Information.) E.S.B. 35466/67.*
(205/67) Circular Saw; Flame Cutter for Bharat Earth Movers Ltd. November 9. E.S.B. 37664/67.*

Hindustan Antibiotics Ltd.:
(205/67) Butyl Alcohol. (Further Information.) E.S.B. 36018/67.
(205/67) Freeze Dryer. (Further Information.) E.S.B. 36026/67.
(205/67) Calcium Chloride. (Further Information.) E.S.B. 36025/67.
(205/67) Butyl Acetate. (Further Information.) E.S.B. 36024/67.

Indian Telephone Industries Ltd.:
(205/67) Copper Case. (Further Information.) E.S.B. 36962/67.
(205/67) Salt Bath Furnace. (Further Information.) E.S.B. 36969/67.
(205/67) Mobile Crane for Madras Port Trust. (Further Information.) E.S.B. 37239/67.*
(205/67) Testing Equipment for Maharashtra State Electricity Board. November 10. E.S.B. 37662/67.
(206/67) Ball Mill; Concrete Mixers for Mahi Project Circle. (Further Information.) E.S.B. 36070/67.
(208/67) Railway Wheels and Axles for the Ministry of Railways. (Further Information.) E.S.B. 36563/67.*
(205/67) Construction of Dam for Public Works Department. November 15. E.S.B. 37657/67.
(207/67) Ash Handling Plant for West Bengal State Electricity Board. November 21. E.S.B. 36041/67.*

IRAN

(206/67) Grinding Balls and Cylpebs for Ministry of Economy. November 21. E.S.B. 37816/67.*

IRAQ

(206/67) Lithographed Tin Plates for Government Oil Refineries. November 14. E.S.B. 37817/67.
(206/67) Earthmoving Equipment for Ministry of Agrarian Reform. November 27. E.S.B. 37819/67.
(206/67) Textile Mill for Ministry of Industry. February 20, 1968. E.S.B. 37695/67.

JORDAN

(208/67) Consultancy Service for the Municipality of Amman. (Further Information.) Closing date postponed to November 15. E.S.B. 36307/67.

KENYA

City Council, Nairobi:
(204/67) Building Materials. (Further Information.) E.S.B. 36590/67.*
(204/67) Paint. (Further Information.) E.S.B. 36593/67.
(204/67) Glass. (Further Information.) E.S.B. 36596/67.
(204/67) Aluminium Roofing Sheets; Galvanized Iron Roofing Sheets. (Further Information.) E.S.B. 36598/67.
(207/67) Fire Hydrant Outlet Bends. November 13. E.S.B. 37846/67.*
(207/67) School Equipment for Kitui County Council. November 15. E.S.B. 37845/67.

KUWAIT

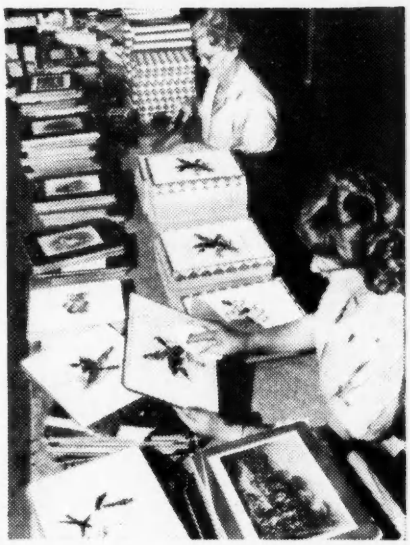
(206/67) Gas Meters for the Government of Kuwait Central Traders' Committee. November 8. E.S.B. 37801/67.*

Ministry of Electricity and Water:
(206/67) Electric Fans and Domestic Equipment. November 18. E.S.B. 37804/67.*
(206/67) Butterfly Valves. November 22. E.S.B. 37802/67.*
(206/67) Pumps. November 22. E.S.B. 37803/67.*

LEBANON

(209/67) Telegraph Message Stores for L'Administration des Adiudications Publiques. November 18. E.S.B. 38028/67.*

The Lebanese State Railway:
(208/67) Testing Bench; Machine Tools. (Further Information.) Closing date postponed to November 8. E.S.B. 25864/67.
(208/67) Bearings. (Further Information.) E.S.B. 37678/67.*



About three quarters of a million table mats a year are made at the East Ham, London, giftware factory of W. Hitchins (1932) Ltd., from cork and hardboard laminates bonded with 'Beetle' adhesive supplied by BIP Chemicals Ltd. (a Turner and Newall company). The consignment depicted here is being inspected prior to export to the United States. Sales of the firm's table mats to the United States have increased considerably during the past 18 months, the most popular designs there being those bearing reproductions of old maps, hunting scenes and birds. About 40 per cent of the factory's production of table mats is exported.

LIBYA

(207/67) Construction of Dam for Ministry of Agriculture. November 13. E.S.B. 37866/67.
(207/67) Hospital Equipment for Ministry of Public Health. December 11. E.S.B. 37865/67.
(207/67) Clothing for the Road Transport Department. (Further Information.) E.S.B. 37597/67.

MALAYSIA

Ministry of Defence:
(204/67) Vehicles. November 30. E.S.B. 37600/67.*
(204/67) Aircraft Refuelling Trucks. November 30. E.S.B. 37611/67.*
(204/67) Rescue Vehicle. November 30. E.S.B. 37610/67.*
(204/67) Airfield Runway Sweeper. November 30. E.S.B. 37612/67.*

(*Continued on next page*)

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MALTA

(204/67) Switchgear for Malta Electricity Board. November 20. E.S.B. 37644/67.*
Treasury:
(205/67) Pumps. November 16. E.S.B. 37668/67.*
(207/67) Water Softening Plant. November 23. E.S.B. 37843/67.*

MOROCCO

(206/67) Cranes for Le Directeur de la Régie d'Aconage du Port de Casablanca. November 20. E.S.B. 37671/67.*

MOZAMBIQUE

Direccao dos Servicos dos Portos:
(204/67) Miscellaneous Equipment. November 24. E.S.B. 37625/67.*
(204/67) Railway Equipment. November 20. E.S.B. 37628/67.*

NETHERLANDS

(208/67) Asphalt Surfacing for Chief Engineer, Directorate of Waterways. November 7. E.S.B. 37900/67.

NEW ZEALAND

(209/67) Remote Control Equipment for Christchurch City Council. February 28, 1968. E.S.B. 38040/67.
(205/67) Construction of School for Education Department, Wellington. (Advance Information.) E.S.B. 37663/67.
(205/67) Overhead Travelling Crane for Electricity Department. January 16, 1968. E.S.B. 37659/67.*
General Post Office:
(205/67) Hand Tools. November 15. E.S.B. 37660/67.*
(208/67) Paper Fasteners. November 21. E.S.B. 37312/67.*
(209/67) Blotting Paper. November 23. E.S.B. 38049/67.*

NIGERIA

(205/67) Drugs for Lagos University Teaching Hospital. December 15. E.S.B. 37658/67.

PAKISTAN

Directorate of Supply:
(204/67) Steam Engines. November 30. E.S.B. 37642/67.*
(208/67) Educational Equipment. November 15. E.S.B. 37895/67.*
(206/67) Windows for Eastern Railway. November 8. E.S.B. 37677/67.
(208/67) Construction of Fish Harbour for East Pakistan Fisheries Development Corporation. December 16. E.S.B. 37894/67.*
(207/68) Laboratory Equipment for Research and Test Laboratory. December 16. E.S.B. 37828/67.
Western Railway:
(207/67) Steel. November 16. E.S.B. 37827/67.*
(206/67) Workshop Equipment. November 29. E.S.B. 37670/67.*

PHILIPPINES, REPUBLIC OF

National Power Corporation:
(208/67) Switchgear and Accessories. (Pre-qualification.) November 15. E.S.B. 38045/67.*
(209/67) Electrical Equipment. November 29. E.S.B. 38043/67.*
(209/67) River Channel Improvement Scheme. November 21. E.S.B. 38044/67.*

SAUDI ARABIA

(207/67) Wire Fence and Accessories for Saudi Arabian Railways Corporation. November 18. E.S.B. 37826/67.

SENEGAL, REPUBLIC OF

(207/67) Machine Tools for Embassy for the Republic of Senegal. November 20. E.S.B. 37860/67.*

SINGAPORE, REPUBLIC OF

Director of Telecommunications:
(206/67) Underground Telephone Cable. November 13. E.S.B. 37689/67.*
(206/67) Telegraph Equipment. November 10. E.S.B. 37690/67.*

SOUTH AFRICA

Cape Provincial Tender Board:
(205/67) Cotton Material. November 10. E.S.B. 37647/67.*
(205/67) Staples. November 10. E.S.B 37649/67.*
(205/67) Hand Tools. November 10. E.S.B. 37651/67.*
(205/67) Blotting Paper. November 10. E.S.B. 37650/67.*
(207/67) Pumping Station Plant for Department of Special Works. November 10. E.S.B. 37842/67.
State Tender Board:
(206/67) Cable. November 13. E.S.B. 37684/67.*
(206/67) Transformers. November 21. E.S.B. 37682/67.*
(206/67) Silicon Rectifier Units. November 21. E.S.B. 37683/67.*
(206/67) Cables. November 14. E.S.B. 37681/67.*
(206/67) Mobile Cranes. November 9. E.S.B. 37687/67.*
(208/67) VHF Receivers. November 10. E.S.B. 38018/67.*

SPAIN

(207/67) Construction of Toll Roads for Ministerio de Obras Publicas. (Further Information.) Closing date postponed to November 30. E.S.B. 24843/67.*

SYRIAN ARAB REPUBLIC

(207/67) Fire Extinguishers for Syrian Army. November 17. E.S.B. 37825/67.

THAILAND

(209/67) Gauze; Bandage for Department of Medical Services. January 30, 1968. E.S.B. 38055/67.
Metropolitan Electricity Authority:
(206/67) Cable. November 15. E.S.B. 37815/67.*
(208/67) Switchgear. December 7. E.S.B. 38042/67.*
State Railway of Thailand:
(206/67) Ticket Stamping Machine. November 10. E.S.B. 37814/67.
(209/67) Wheels and Axles. December 8. E.S.B. 38050/67.
(209/67) Cutting Machine. November 27. E.S.B. 38051/67.
(209/67) Railway Equipment. December 6. E.S.B. 38054/67.
(209/67) Railway Signalling Equipment. November 14. E.S.B. 38056/67.

TUNISIA

(207/67) Refrigerators for Office du Commerce de la Tunisie. (Further Information.) Closing date postponed to November 20. E.S.B. 33980/67.*

TURKEY

(207/67) Telephone Cable for Air Forces Command. November 15. E.S.B. 37836/67.*
P.T.T. Genel Muduriugu:
(208/67) Alternator Units. November 27. E.S.B. 37898/67.*
(208/67) Teletypewriter Equipment. November 27. E.S.B. 37899/67.*
(206/67) Surveying Instruments for State Hydraulic Works. November 8. E.S.B. 37812/67.*

UNITED STATES

(208/67) Stator Windings for Bureau of Reclamation. (Further Information.) November 9. Tender documents now available. E.S.B. 28668/67.*
(207/68) Transformers for Portland District Corps of Engineers. (Further Information.) E.S.B. 36572/67.*
(205/67) Gates and Hoists for Sacramento Municipal Utility District. November 21. E.S.B. 37656/67.*
(207/67) Turbines for United States Corps of Engineers. (Further Information.) Closing date postponed indefinitely. E.S.B. 26139/67.*

VIETNAM

(206/67) Obstacle Signalling Lamps for Central Purchasing Authority. November 10. E.S.B. 37813/67.*
Industrial Development Centre:
(206/67) Spinning Plant. November 25. E.S.B. 37807/67.*
(206/67) Detergent Plant and Equipment. November 25. E.S.B. 37808/67.*
(206/67) Lamp Ballast Manufacturing Plant. November 25. E.S.B. 37809/67.*

ZAMBIA

Central Supply and Tender Board:
(204/67) Electric Autoclave. November 17. E.S.B. 37635/67.*
(204/67) Furniture. December 30. E.S.B. 37636/67.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and other of the Bulletins in which they appear may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Australia
(208/67) Agency inquiry for hospital beds. E.S.B. 37992/67.
(205/67) Inquiry for electronic instruments. E.S.B. 37591/67.
(206/67) Inquiry for graph paper. E.S.B. 37196/67.

Austria
(206/67) Agency inquiry for building materials; contractors plant; earth moving machinery and equipment. E.S.B. 37474/67.

† For further details of the 'Export Service Bulletin' see page 1062.

Bahamas
(207/67) Agency inquiry for steel furniture; paints and additives. E.S.B. 37766/67.
(209/67) Agency inquiry for kitchenware. E.S.B. 37778/67.
(206/67) Inquiry for table linen. E.S.B. 37782/67.
(206/67) Manufacture under licence – prefabricated houses. Inquiry for steel products. E.S.B. 37754/67.

Bolivia
(207/67) Inquiry for sachet and bag making and filling machines. E.S.B. 31241/67.

Brazil
(206/67) Inquiry for static capacitors. E.S.B. 37338/67.

Bulgaria
(209/67) Inquiry in respect of consumer goods; motor vehicles. E.S.B. 45423/65.

Canada
(204/67) Inquiry for amplifiers; cables. E.S.B. 35880/67.
(207/67) Inquiry for sockets; switches. E.S.B. 38201/67.

Cyprus
(205/67) Inquiry for ventilated sulphur production machinery. E.S.B. 37726/67.

Denmark
(206/67) Agency inquiry for nylon yarn. E.S.B. 36218/67.

Ecuador
(206/67) Consultancy firms. E.S.B. 37363/67.

Fiji
(208/67) Agency inquiry for suitings. E.S.B. 38228/67.

Finland
(206/67) Agency inquiry for bulked polyester yarns. E.S.B. 34553/67.
(207/67) Agency inquiry for garden furniture; garden implements; linoleum; pvc sheeting. E.S.B. 37449/67.

France
(205/67) Agency inquiry for mechanical handling equipment. E.S.B. 33076/67.
(206/67) Agency inquiry for expansion and waterproof joints. E.S.B. 32706/67.
(207/67) Agency inquiry for furniture; household and office accessories; lamps. E.S.B. 32157/67.
(207/67) Agency inquiry for textile fabrics. E.S.B. 38213/67.
(205/67) Inquiry for scholastic stationery. E.S.B. 37710/67.
(207/67) Inquiry for labelling and sealing equipment; meat and fish processing equipment. E.S.B. 37990/67.

Germany, Federal Republic of
(205/67) Inquiry for lead stearates; precision engineering products; screws. E.S.B. 30577/67.
(207/67) Inquiry for crystalware; giftware and ornaments; kitchen earthenware; pewterware; porcelain; reproduction silverware; silver cutlery. E.S.B. 28502/67.
(208/67) Inquiry for absorption agents. E.S.B. 36777/67.

Ghana
(208/67) Agency inquiry for vehicle spare parts; shoe industry raw materials. E.S.B. 25952/67.

Greece
(207/67) Agency inquiry for pharmaceuticals. E.S.B. 36824/67.
(209/67) Agency inquiry for sanitary equipment and fittings. E.S.B. 37740/67.

Guatemala
(206/67) Inquiry for tyre and tube manufacturing plant. E.S.B. 37757/67.

India
(208/67) Inquiry for food processing machinery; poultry feed making machinery. E.S.B. 37793/67.
(209/67) Inquiry in respect of testing instruments. E.S.B. 36797/67.

Iran
(209/67) Agency inquiry for building materials and hardware; chemicals; engines; motor vehicle spare parts; stationery and educational specialities; pumps; steel ropes; textiles; tools. E.S.B. 34163/67.

Italy
(209/67) Agency inquiry for bedspreads. E.S.B. 38230/67.
(206/67) Inquiry for pipes. E.S.B. 31608/67.
(208/67) Inquiry for carbides. E.S.B. 37323/67.
(209/67) Inquiry for chinaware; porcelain; pottery. E.S.B. 36679/67.

Jamaica
(208/67) Inquiry for food service equipment. E.S.B. 38285/67.
(209/67) Inquiry for sound reproducing equipment. E.S.B. 36888/67.

Kenya
(208/67) Inquiry for steel angles and flats. E.S.B. 35856/67.

Kuwait
(206/67) Agency inquiry for telephone cables. E.S.B. 36730/67.

Lebanon
(205/67) Agency inquiry for textile fabrics. E.S.B. 35137/67.
(207/67) Agency inquiry for construction equipment. E.S.B. 37955/67.

Liberia
(206/67) Inquiry for chilled meat. E.S.B. 36870/67.

Malawi
(207/67) Agency inquiry for batteries; shoe polish. E.S.B. 37785/67.

Malaysia
(207/67) Agency inquiry for mechanical handling equipment. E.S.B. 38551/67.

Mexico
(205/67) Agency inquiry for nuclear instruments and equipment. E.S.B. 35897/67.

Netherlands
(204/67) Inquiry for car accessories; caravan accessories. E.S.B. 33080/67.
(205/67) Inquiry for fastening tools and equipment. E.S.B. 33099/67.

New Zealand
(208/67) Manufacture under licence – iron castings; pressure vessels; structural steelwork. E.S.B. 37705/67.

Pakistan
(203/67) Agency inquiry for construction equipment; generating equipment; package power plants; pigments; sewerage pipes; machinery and equipment; steel sheets and plates. E.S.B. 36724/67.
(209/67) Agency inquiry for dyes, dyeing and tanning substances. E.S.B. 38342/67.

Puerto Rico
(206/67) Inquiry for nuts; bolts; screws and fasteners. E.S.B. 37768/67.

Saudi Arabia
(203/67) Inquiry for machine tools. E.S.B. 37350/67.
(206/67) Inquiry for agricultural implements; poultry food; veterinary medicines. Inquiry for books. E.S.B. 37375/67.

South Africa
(204/67) Agency inquiry for fish. E.S.B. 36900/67.
(206/67) Agency inquiry for chemical raw materials. E.S.B. 29993/67.
(208/67) Agency inquiry for pressure switches. E.S.B. 28420/67.

Switzerland
(201/67) Agency inquiry for floor coverings; hand tools; tiles and decorative materials. E.S.B. 35710/67.
(209/67) Agency inquiry for men's and women's wear. E.S.B. 38249/67.
(206/67) Inquiry for capsule-filling machines; capsule-manufacturing machines. E.S.B. 37779/67.
(207/67) Inquiry for chewing gum. E.S.B. 37960/67.
(207/67) Inquiry for plastic vacuum hose line. E.S.B. 37910/67.

Sweden
(206/67) Inquiry for upholstery fabrics. E.S.B. 37191/67.

Uganda
(206/67) Inquiry for earthenware; fishing nylon twine; fringes; men's, women's and children's clothing. E.S.B. E.S.B. 37153/67.
(206/67) Inquiry for printing paper; stationery. E.S.B. 37448/67.
(209/67) Inquiry for metal furniture parts and fittings; welding tongues. E.S.B. 38378/67.

United States of America
(208/67) Agency inquiry for building materials. E.S.B. 37776/67.
(203/67) Manufacture under licence – automation and packing machines; insulation materials; plastic materials and supplies; school supplies; stationery supplies. E.S.B. 37426/67.

Uruguay
(206/67) End of Postal Strike. E.S.B. 1209/G.

Vietnam
(207/67) Agency inquiry for cellulose wrapping; foodstuffs; metals; oils and dyestuffs; paper; whisky. E.S.B. 25540/67.
(207/67) Inquiry for fluorescent tube manufacturing plant. E.S.B. 37972/67.

Windward Islands
(209/67) Agency inquiry for toys and games. E.S.B. 38226/67.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Transport

THE COMMISSION of the European Economic Communities has submitted to the Council for approval the draft text of a proposed directive concerning public service in the field of transport by rail, road or inland waterway.

This draft text was published in the *Journal Officiel des Communautés Européennes* No. 248, dated October 13, 1967, and may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). It should be noted, however, that the text of the directive when finally approved may differ from the draft text referred to above.

Common organization of the market for cereals

THE *Board of Trade Journal* dated September 22, 1967 (pages 724-727) contained an announcement about the final market organization for cereals. Further announcements appeared in the *Board of Trade Journals* dated September 29 (page 794) and October 13 (page 938).

The text of the following Regulations, which also affect this trade, have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 655/67/CEE fixes the refund for cereals and husked rice exported in the form of goods not covered by Annex II of the Treaty of Rome (*Journal Officiel* No. 237 dated September 30, 1967).

Regulation No. 694/67/CEE defines new destination zones for export refunds in the cereals sector (*Journal Officiel* No. 245 dated October 11, 1967).

The French texts of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of these Regulations will be published by HMSO.

Common organization of the market for rice and rice products

THE *Board of Trade Journal* dated October 20, 1967, contained an announcement about a Regulation relating to the common organization of the market for rice and rice products.

The texts of the following Regulation and Decision, which also affect trade in this sector, were published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 707/67/CEE modifies the levies applicable to the importation of processed products with a cereal or rice base (*Journal Officiel* No. 247, dated October 13, 1967).

Decision No. 67/615/CEE relates to methods of administrative co-operation to ensure the free circulation of rice (Use of circulation certificate.)

The French text of this Regulation and Decision may be seen on application to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for poultry meat

THE *Board of Trade Journals* dated September 8, 15 and 22 and October 13, 1967, contained announcements about Regulations concerning the common organization of the market for the poultry meat sector.

The following Regulation, the text of which was published in the *Journal Officiel des Communautés Européennes* No. 244, dated October 10, 1967, also affects trade in this sector.

Regulation No. 689/67/CEE modifies Regulation No. 199/67/CEE (*Board of Trade Journal* dated September 8, 1967) which concerns the fixing of coefficients to be used in calculating the levies applicable to derived products in the poultry meat sector.

The French text of this Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course an unofficial translation of this will be published by HMSO.

Common organization of the market for oil seeds

THE *Board of Trade Journals* dated October 6, 1967 (page 863 and 864) and October 20, 1967 (page 1010) contained announcements about the common organization of the market for oil seeds.

The text of the following Regulations which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 686/67/CEE relates to the denaturation process for colza, rape and sunflower seeds (*Journal Officiel* No. 244, dated October 10, 1967).

Regulation No. 687/67/CEE completes Regulations Nos. 282/67/CEE and 284/67/CEE (*Board of Trade Journal* dated October 6, 1967 (page 864), relating to oil seeds (*Journal Officiel* dated October 10, 1967).

Regulation No. 688/67/CEE modifies Article 23 of Regulation 224/67/CEE (*Board of Trade Journal* dated October 6, 1967 (page 863), which relates to certain procedures concerning aid for oil seeds (*Journal Officiel* No. 244, dated October 10, 1967).

The *Journal Officiel des Communautés Européennes* No. 247,

dated October 13, 1967, contained the text of a corrective to Regulation No. 167/67/CEE (*Board of Trade Journal* dated October 6, 1967, page 863), which relates to intervention centres in the oil seed sector, and derived intervention prices applicable in these centres.

The French texts of the above corrective and Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for sugar and products containing sugar

THE *Board of Trade Journal* dated October 13, 1967, contained an announcement about Regulations affecting the common organization of the market for sugar.

The following decision, which also affects trade in this sector, was published in the *Journal Officiel des Communautés Européennes* No. 248, dated October 13, 1967.

Decision No. 67/618/CEE concerns the fixing of the world market price for white sugar and raw sugar from October 1, 1967, to December 31, 1967.

The French text of this Decision may be seen on application to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

Animal feedstuffs

THE COMMISSION of the European Economic Communities has submitted to the Council for approval the draft text of a proposed directive concerning the introduction of community methods of sampling and analysis for the official control of animal feedstuffs.

This draft text was published in the *Journal Officiel des Communautés Européennes* No. 249 dated October 14, 1967, and may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). It should be noted, however, that the text of the directive when finally approved may differ from the draft text referred to above.

Pharmaceuticals

THE COMMISSION of the European Economic Community has submitted to the Council for approval the draft text of a proposed directive concerning the harmonization of member states legislation relating to the publicity for branded pharmaceuticals.

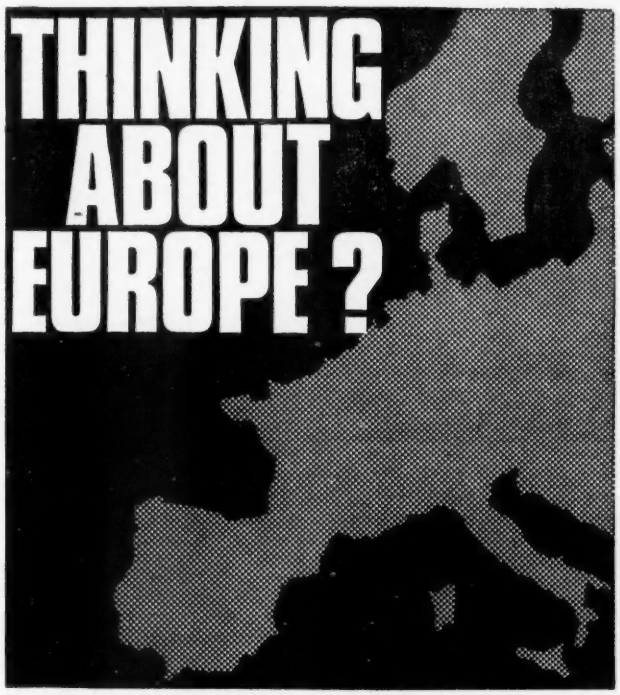
This draft text was published in the *Journal Officiel des Communautés Européennes* No. 248, dated October 13, 1967, and may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). It should be noted that the text of the directive when finally approved may differ from the draft text referred to above.

Corrigendum

IN THE *Board of Trade Journal* dated October 13, 1967 (page 938), under the heading *Trade in processed products with a cereal base*, reference was made to Regulation No. 630/67/CEE which sets out the amounts of the variable elements to be applied to imports into member states of certain products during the fourth quarter of 1967.

This Regulation, in fact, refers to *trade in processed agricultural products* covered by Regulation No. 160/66/CEE, the list of which was published in the *Board of Trade Journal* dated June 16, 1967 (page 1577).

A correction to Regulation No. 630/67/CEE was published in the *Journal Officiel des Communautés Européennes* No. 243, dated October 7, 1967.



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Earlier this month Jason Transport Ltd., international transporters of antiques and works of art, received a telephone call from a London art gallery, requesting an urgent delivery for Amsterdam the following day. An immediate quotation was given and 30 minutes later confirmation was telephoned to the gallery that arrangements had been made for delivery to Amsterdam the following afternoon. At 17.30 loading had been completed and at 00.30 that night the van, under TIR, had left Dover for Ostend. Then after crossing Belgium it arrived in Amsterdam at 11.45; having cleared customs the consignment was satisfactorily delivered at 16.30. An operation like this is part of the personal service carried out by Jason Transport which include unit and groupage loads to Europe by vans, and America by containers. Jason Transport were one of the first companies to operate a groupage service for antiques to New York by container.

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FRANCE

Modification to French customs tariff

THE FRENCH *Journal Officiel* of October 13 announced the following amendment to the French Customs tariff from October 16, 1967, further to EEC Regulations No. 14-64 of February 5, 1964 and No. 617-67 of October 3, 1967.

Tariff No.	Description	Tariff rate per cent
02.06	Meat and edible meat offals (except poultry liver), salted, in brine, dried or smoked:	
C.I	Of the domestic bovine species.	27.85 (2) (5)

(2) This duty will be reduced to 5·25 per cent from April 1, 1968, 1·75 per cent from April 1, 1969, and nil from April 1, 1970.
(5) This duty may if necessary be combined with an additional levy for meat salted or in brine, as laid down by the European Economic Community Council (Bovine Sector).

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.13, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of October 19 published details of the rules under which intending importers of seed potatoes, to be imported at a reduced rate of duty (Tariff heading No. 07.01 A1), must make application.

Applications for import certificates must conform with regulations as set out in the arrêtés of October 12, 1962 and October 1, 1963. They should be addressed (together with a stamped envelope bearing the name and address of the applicant) to the Bureau des Fruits et Légumes, Sous-direction des Productions Végétales (Service des Produits Végétaux), Ministère de l'agriculture, 3 rue Barbet-de-Jouy, Paris (7e).

Applications must be confined to the following varieties:

Early: Asoka, Bea, Carla, Climax, Esterling, Ideaal, Ostara, Primura, Sirtema, Resy.

Floury: Ambassadeur, Daressa, Flora, Kotnov, Maritta, Panther, Thynia, Ultimus, Amex, Kaptah-Vandel, Commandeur, Calori, Goliath, Format, Multa, Bohm's Bodenkraft, Patroness, Brunella, Ursula, Ostbot, Fecula.

Each application must not exceed 230 metric tons.

Potatoes are subject to sanitary controls, specified in an order of November 8, 1954, on import into France, and should be routed through a Customs post open for phyto sanitary control. A list of these posts was given in an arrêté dated March 5, 1962.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Duty quota for benzene

THE FRENCH *Journal Officiel* of October 8 announced that the amount of the duty-free quota for benzene for use other than as a carburant or fuel (Tariff No. 29.01 D1 b1) has been increased from 44,000 metric tons to 50,000 metric tons for the period from July 1, 1967, to December 31, 1967.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Global quota for garlic

THE FRENCH *Journal Officiel* of October 7 announced the opening of a quota for the import of garlic (Tariff heading 07.01 H III) originating in all countries other than member countries of the EEC from October 7, 1967.

Conditions under which imports will be admitted are those defined by an arrêté of January 30, 1967 (Article 4) relating to liberalized products.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Duty quotas for wood pulp

THE FRENCH *Journal Officiel* of October 7 announced that the amount of the duty quota for mechanical and semi-chemical wood pulp (Tariff heading 47.01A) has been increased from 12,000 metric tons of pulp at 90 per cent dryness to 17,000 metric tons, and for wood pulp chemically treated by the sulphate, soda or bisulphate process, bleached (Tariff heading 47.01 BIb, B II a & B) from 65,000 metric tons of pulp at 90 per cent dryness to 85,000 metric tons (see notice in *Board of Trade Journal* of December 23, 1966, page 1589).

The weight to be shown on import licence applications for these quotas is that of the pulp regarded as of 90 per cent dryness.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-480).

FINLAND

Import credit control

THE *Board of Trade Journal* of May 12, 1967 (pages 1248-9) reported the extension by the Finnish Government of the restriction by which importers of specified goods are prohibited from taking foreign suppliers' credit.

Certain relaxations in this measure have now been reported as far as a few textiles used by makers-up of clothing are concerned. Where the maker-up imports on his own account fabrics included under the following headings the restriction on credit no longer applies:

B.N. No.	
51.04	Fabrics of continuous man-made fibres.
53.11, 53.12, 53.13	Fabrics of wool or animal hair.
55.07, 55.08, 55.09	Gauze, terry towelling and other fabrics of cotton.
56.07	Fabrics of discontinuous man-made fibres.
58.04	Woven pile fabrics.
58.05	Narrow woven fabrics.

This does not include knitted fabrics to which the restrictions still apply. They also still apply in the case of a wholesaler importing the fabrics even should they be for sale to a maker-up.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2305).

LEBANON

Organization and development of industry

LEGISLATIVE DECREE NO. 30 of August 5, 1967, regulates the organization and development of industry in the Lebanon.

The provisions of this legislation are more comprehensive than those of Arrêté No. 15/1 of January 18, 1965 (reported in the *Board of Trade Journal* of April 23, 1965), which dealt mainly with the establishment of new factories.

Now, more protection will be given to local industry through the activities of an Industrial Development Bureau. The main functions of the Bureau are to study applications for licences to establish new factories; to study and recommend ways of developing and encouraging industry; to investigate cases of dumping; and to recommend products to be subjected to the import licensing system.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), quoting reference CRE/21250/G.

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LEBANON, *continued*

Customs surtax for textiles

LEGISLATIVE DEGREE NO. 63 of August 5, 1967 introduced a temporary surtax of 10 per cent on the Lebanese customs duties for a wide range of textile imports. It also introduced an export subsidy in respect of similar goods of Lebanese origin.

All inquiries about this notice should be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

SUDAN

Commercial Agents Licensing (and Control) Act 1967

THE SUDANESE Council of Ministers have recently passed the Commercial Agents Licensing (and Control) Act concerning the control of the Sudan's importers and exporters.

According to the Khartoum News Service, the new Act will provide for the licensing of commercial agents and for the regulation and control of their businesses.

The new Act will come into force on December 1, 1967.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).

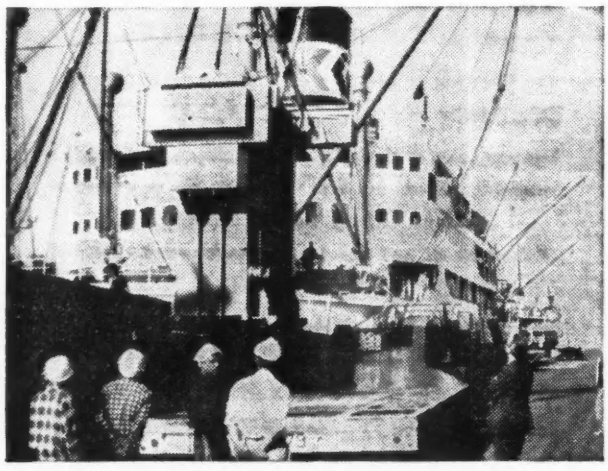
SAUDI ARABIA

Judicial system

A SHORT EXPOSITION of the judicial system in Saudi Arabia, prepared by the Legal Adviser to the Ministry of Commerce and Industry has appeared in the local press.

An important part of the article is that which deals with the jurisdiction and procedure of the recently formed Commercial Disputes Settlement Board. Contrary to a previous interpretation it is now stated that when a case is heard the parties concerned, or their properly appointed representatives, must be present.

Copies of the translation of the article are available from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), under reference CRE/13533/G.



One of three 'English Electric' 12,500 kVA, 33/11.5 kV, 3 phase transformers being off-loaded at Bahrain. These and two 10,000 kVA, 35/11 kV units were ordered by the Bahrain State Electricity Department.

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of September 20, 1967, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from September 25.

Tariff No.	Description	Tariff	
		General	Working
21-07	B. Natural or artificial flavours in the form of tablets or measured doses, unsweetened, for use in preparing food:		
	I. Of saccharin	40	15
	II. Of vanillin and others	120	80

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

KENYA

Import licensing regulations

LEGAL NOTICE No. 204, published in the Kenya *Official Supplement*, dated October 13, announces with effect from that date the Imports, Exports and Essential Supplies (Imports) (Amendment) Order (No. 6), 1967, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended, is now further amended as follows:

Item No.	Description
621	Materials of rubber.
621 0 3	Rubber soling sheets.
641	Paper and paperboard.
641 2 2	Coated printing paper in rolls or sheets.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

NIGERIA

Customs tariff, import licensing and other financial changes

TELEGRAPHIC INFORMATION has been received from Nigeria concerning financial measures taken by the Federal Government of Nigeria with effect from October 20. These include customs tariff changes to meet war costs and help local industry, also to reduce foreign exchange expenditure.

The following are the main provisions:

(a) In addition to import duty a reconstruction surcharge of 5 per cent of assessed duty levied on all imported goods with the exception of:
  (1) Goods imported at specially reduced rates by approved manufacturers and users, and
  (2) Stock fish, milk, beet and cane sugar, and salt (Decree No. 42).

(b) Reconstruction surcharge of 5 per cent of assessed excise duty on all excisable commodities (Decree No. 43), bread, flour, soap and sugar are to be exempted from this surcharge (these exemptions as yet not gazetted).

(c) Introduction of super tax of 2s. in the pound levied on all taxable profits exceeding £5,000 for a year of assessment, or 15 per cent of a company's issued and paid-up share capital, whichever is the higher. Bonus shares henceforth not to be taxed. (These tax changes not yet gazetted.)

(d) No modifications to be made to capital allowances introduced by Decree No. 65 of December 1966.

(e) A compulsory savings scheme whereby 5 per cent of the income of all salaried wage-earners and a flat rate of 10s. for each flat rate tax earner will be deducted at source and used to invest in one Nigeria bond which can be redeemed after 10 years (not yet gazetted).

(f) Customs duties introduced or increased on wide range of commodities, including stockfish, milk and cream (except unsweetened babies' powdered milk and milk foods), beet and cane sugar, sugar confectionery not containing cocoa, biscuits, salt, pigments, colouring materials, dyestuffs, woven fabrics of hemp, jute and paper yarn, fishing nets, sacks and bags, hand tools, miscellaneous articles of base metals, including locks, padlocks, filing cabinets, lamps and lighting fittings, machine tools for working metal, stone and wood (also their accessories), electric generators, motors, transformers, rectifiers, primary cells and batteries, electric accumulators, electro-mechanical domestic appliances, electrical starting and ignition equipment for internal combustion engines, electrical water heaters, electrical line telephonic and telegraphic apparatus, microphones and stands, loudspeakers, radio-telegraphic and radio-telephone apparatus, radio-navigational apparatus, electrical capacitors, electrical apparatus for making and breaking circuits, electrical filament lamps, valves and tubes, insulated electric wire, cable, carbon brushes and electrodes, insulators and insulating fittings for electrical machinery and equipment.

(g) Gold coin and bullion imports by Central Bank free, but 100 per cent *ad valorem* duty introduced for other importers (LN95).

(h) Motor buses and coaches. Concessionary rate of 10 per cent for approved municipal authorities abolished (LN95).

(i) Exemption from duties introduced in respect of certain imports of paper, disinfectants, fungicides and insecticides by approved manufacturers, also in respect of goods imported for voluntary, non-profit-making and internationally recognized organizations and their members, also for goods imported for official or personal use of head state of Federal Republic. Exemption from duty abolished for goods imported for official or personal use of State Governors and for colouring materials, dyestuffs and pigments imported by approved manufacturers (LN95).

(j) A new excise rate of 5 per cent *ad valorem* is introduced on galvanized roofing sheets of iron, steel or aluminium. Rate of excise duty on biscuits is increased from 5 to 10 per cent *ad valorem* (LN96).

(k) Import is banned of blankets and towel and towelling classifiable under Tariff Nos. 55.07/09, 59.03, 60.05, 61.04 and 62. 02 in Schedule 1 of the Customs Tariff Act, 1965, No. 3 (LN97).

(l) Following commodities now require specific import licences: stone, sand and gravel, bicycle tyres, tyres for passenger cars and dual-purpose vehicles, bags and sacks of hessian and jute, second-hand clothing, glass lamps, glass globes and chimneys, glass jars for cosmetics (Legal Notice 98). Tarpaulins also listed in local press report but not as yet gazetted.

Comprehensive details will be published as soon as possible, and in the meantime inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

WORK OF BRITISH STANDARDS INSTITUTION

The British Standard Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from rewriting thousands of British Standards in metric form.

SIERRA LEONE

Applications for import licences, 1968

GOVERNMENT NOTICE NO. 1132 invites application from importers for those goods they desire to import into Sierra Leone during the period ending December 1968. In the case of goods which originate in the United Kingdom, those for which specific import licences are required under General Import Licence No. 1 of 1967, are shown below:

SCHEDULE

Customs Classification	Items
001-100	Cattle.
011-000	Meat, fresh, chilled or frozen including chicken, turkey and fresh pork.
013-890	Chicken (canned).
025-100	Fresh eggs in the shell.
042-000	Rice, whether in the husk or not.
044-000	Maize (corn), unmilled.
046-010	Flour of wheat or meslin.
048-411	Cabin bread (cabin biscuits).
048-490	Pastry biscuits, etc. (excluding fancy biscuits in tins).
051-800	Fresh fruits, oranges, grape fruits, tangerines, lemons and limes.
054-400	Tomatoes, fresh.
054-890	Other vegetables, cabbages, lettuce, radish, carrots, parsnips, runner beans or green beans, cucumber, garden eggs, vegetable marrow, sweet pepper, white turnip.
054-510	Onions and garlic, fresh.
062-010	Sugar confectionery, not containing cocoa.
071-100	Coffee, green or roasted, and coffee substitutes containing coffee.
075-000	Spices, whether ground or not.
121-000	Tobacco, unmanufactured (including scrap tobacco stems).
221-030	Palm kernels.
221-090	Other oil seeds, oil nuts and oil kernels.
292-500	Seeds, fruits and spores for planting.
421-400	Groundnut oil.
422-200	Palm oil.
512-030	Alcohol (ethyl alcohol) denatured other than methylated spirits.
541-190	Propellant powders and prepared explosives, n.e.s.
541-300	Penicillin, streptomycin, tyrocidine and other antibiotics.
541-400	Opium, alkaloids, cocaine, caffeine, quinine and other vegetable alkaloids, their salts and derivatives.
541-600	Bacterial products, sera, vaccines, glands and their extracts, glycosides and derivatives.
541-761	Medicaments for internal use containing more than 10 per cent of pure alcohol.
541-762	Medicaments for internal use containing 10 per cent or less of pure alcohol.
541-790	Medicines and drugs.
571-140	Blasting explosives other than gunpowder.
571-200	Fuses, primers and detonators.
571-300	Gunpowder.
571-400	Hunting and sporting ammunitions.
652-010	Cotton fents.
652-020	Pile and chenille fabrics of cotton (other than fents and terry fabrics).
652-030	American grey cloth of cotton (other than fents) commonly known as tent cloth.
652-040	Cotton woven fabrics (other than fents) grey or unbleached.
652-050	Cotton woven fabrics (other than fen's) white bleached.
652-060	Cotton woven fabrics (other than fents) printed.
652-071	Imitation gara dyed (other than fents).
652-079	Cotton woven fabrics (other than fents) piece dyed.
652-080	Cotton woven fabrics (other than fents) colour woven.
661-200	Cement.
681-100	Silver, unworked or partly worked.
682-280	Tubes, pipes and fittings of copper.
694-112	Nails.
698-610	Springs.
821-200	Metal beds.
831-100	Fibre suitcases, excluding leather, plastic and vinyl.
851-100	Footwear with soles and/or uppers of plastic.
894-311	Shot guns, pistols and revolvers for firing blank ammunition.
894-319	Other non-military firearms.
897-100	Jewellery of gold, silver and platinum group metals and goldsmith or silversmith's wares including set gems (except watchcases).
899-310	Candles.
899-410	Umbrellas and sunshades (including walking-stick umbrellas, umbrella tents.
899-320	Matches (excluding Bengal matches).
951-020	Artillery weapons, machine guns and military arms.
951-050	Revolvers and pistols.
951-060	Projectiles and ammunition, n.e.s. (bomb, grenades, torpedoes, guided missiles and similar ammunition of war).

Notes:

(a) Imports covered by this Licence are subject to the condition that the importer produces at the time of import a Certificate of Origin in respect of the goods in the form required for entry of goods under the Customs Tariff Act or such other form as the Comptroller of Customs may from time to time approve.

(b) Importers are reminded that the issue of an Open General Licence does not relieve traders from complying with other regulations to which certain goods are subject. In their own interest traders should make inquiries from the Department of Trade, Industry and Agriculture about such regulations before arranging importation.

It is requested that applications should be submitted before October 31. Full details of the provisions of this notice may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 450, published in the South African *Government Gazette* of October 20, contains an application to the Board of Trade and Industries for increase in duty on

(1) Calcium methane sulphonate of isonicotinic acid hydrazide, from free of duty to 20 per cent *ad valorem*.
(2) Knitted cardigans, jerseys, pullovers and sweaters of wool or synthetic fibres, in the general column only, from various rates to 55 per cent *ad valorem* or R 2.15 per garment.

Those British trade organizations thought to be interested in these applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1, Victoria Street, London, S.W.1. quoting reference (1) CRE 2112/67, (2) CRE 2114/67.

Customs tariff change

GOVERNMENT NOTICE R 1618, published in the Republic of South Africa *Government Gazette* of October 13, amends the Republic's customs tariff as follows:

I Tariff Heading	II Statistical Unit	III Rate of Duty General	IV Rate of Duty MFN	V Rate of Duty Preferential
39.02 By the substitution for sub-heading No. 39.02.40.25 of the following:				
·23 Acrylonitrile-styrene and acrylonitrile-butadienestyrene in blocks, lumps, powders and similar bulk forms	lb.	Free		
.25 Other, in blocks, lumps, powders and similar bulk forms	lb.	20%		

Note: Specific provision, free of duty, is made for acrylonitrile-styrene and acrylonitrile-butadienesturene in blocks, lumps, powders and similar bulk forms, with retrospective effect to March 19, 1965.

GHANA

State enterprises

THE NATIONAL LIBERATION COUNCIL Decree No. 207, dated September 16 makes provision for the dissolution of the Ghana State Enterprises Secretariat and the establishment of the Ghana Industrial Holding Corporation. Under the Decree the individual Boards will disappear and the Holding Corporation will have full control and take over all the assets of the following 19 State Corporations:

State Boatyards Corporation
State Brick and Tile Corporation
State Cannery Corporation
State Cocoa Products Corporation
State Distilleries Corporation
State Electronic Products Corporation
Glass Manufacturing Corporation
State Marble Works Corporation
State Metal Industries Corporation
State Paints Corporation
Sheet Metal Works Corporation
State Textile Manufacturing Corporation
Vegetable Oil Mills Corporation
Fibre Bag Manufacturing Corporation
Kwame Nkrumah Steel Works Corporation
Paper Conversion Corporation
State Footwear Corporation
Sugar Products Corporation
State Meat Products Corporation

Provision is also made for the Holding Corporation to hold shares or other interests of the Government in other enterprises in which the Government is concerned, i.e. those enterprises which were previously owned by the State and are now to be jointly owned by the Government and private enterprise.

The Holding Corporation will be given very wide powers. Apart from being wholly responsible for the operation of the above-mentioned enterprises it has the power to wind them up if they are not profitable, or to start new ones.

It may be some months before this change takes place, but in the meantime preparations are going ahead.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

GUYANA

Importation of Christmas trees

THE PLANT PROTECTION (Importation of Christmas Trees) Regulations, 1967, prohibit the importation of plants of the following genera into Guyana:

genus Abies, genus Picea, genus Pinus.

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable of the following announcements by the Singapore Government:

(a) A proposal to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
1. Manufacture of rubber products	Granulated rubber
2. Textiles	Laces, all types
3. Manufacture of miscellaneous chemical products	Xanthins
4. Gutta percha refining products	Precipitated gutta percha
5. Animal feed	(i) Blood meal (ii) Meat and bone meal (iii) Leaf and grass meal

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance, Singapore, before November 13, 1967, of his objections and of the grounds on which they are based.

(b) The following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
1. Metal manufacture	Metal tubes, spiral locked seamed
2. Manufacture of basic industrial chemicals, including fertilizers	Chemical cellulose
3. Manufacture of timber products	Plastic overlay plywood

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of August 25, 1967, page 497.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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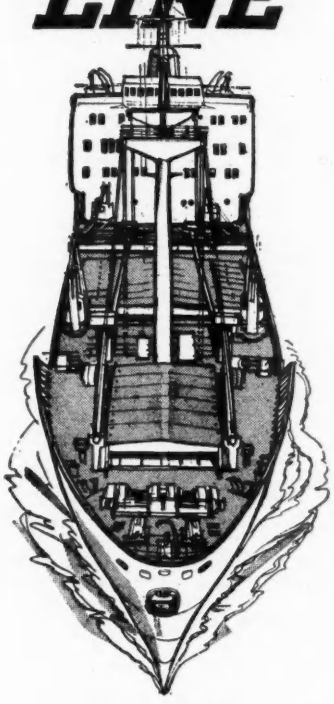

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AUSTRALIA

Tariff preferences for less developed countries

IN THE *Board of Trade Journal* dated May 20, 1966, details were given of the provision made in the Australian Tariff for preferential duties to be accorded to selected imports from less developed countries.

Before the original system of tariff preferences for less developed countries could be implemented, it was necessary for the Australian Government to obtain a waiver of the GATT 'no new preference rule'. Under the terms of the waiver Australia is authorized to add to the list of products coming within the preferential system provided that she notifies the contracting parties to the GATT and accedes to any request for consultations received within 30 days.

In May, 1967 the Australian Government notified the GATT of their intention to extend the range of products covered by the system of tariff preferences. Following the conclusion of the consultations requested by certain interested contracting parties the preferential quotas accorded to the undermentioned products of less developed countries were brought into effect on July 1, 1967.

The list of less developed countries to benefit from the preferences has been reproduced owing to changes in the designation of certain of these countries since publication of the last notice on May 20, 1966.

Any inquiries concerning this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 13233/G/4.

Tariff Item	Brief Description	Tariff Rates			Annual Quota limit to Preference for Less Developed Countries $A
		British Preferential	General Tariff	Preferential Rate for Less Developed Countries	
18.06.900	Chocolate confectionery	22½% Primage 5%	47½% Primage 10%	20%	30,000
Ex 29.25.900	Urea	Free	7½%	Free	200,000
Ex 31.02.100	Sulphate of ammonia	Free	7½%	Free	250,000
34.02.000	Organic surface-active agents, etc., whether or not containing soap	In respect of organic surface-active agents of alkyl phenol ethoxylates or of secondary alcohol ethoxylates – 15%, and a temporary duty of 90% of TSVD. In respect of the remainder of the goods – 15%.	In respect of organic surface-active agents of alkyl phenol ethoxylates or of secondary alcohol ethoxylates – 25%, and a temporary duty of 90% of TSVD. In respect of the remainder of the goods – 25%.	10%	100,000
Ex 42.03.191	Baseball and softball gloves	17½%	55% Primage 5%	15%	30,000
55.05.100	Sewing cottons, not for retail sale	12½%	27½%	10%	50,000
55.06.900	Mercerized sewing cottons, for retail sale	15%	27½%	10%	20,000
55.07.000	Cotton gauze	Free	2½%	Free	20,000
55.09.390	Cotton piece-goods less than 6 ozs. per sq. yd.	Free	2½%	Free	3,000,000
59.17.192 59.17.941 60.05.911 62.01.100	Blankets, cotton, woven or knitted	5%	22½%	Free	60,000
59.04.920	Twine, cordage, rope, etc., of abaca fibre (manila hemp)	17½%	32½%	15%	10,000
61.06.000	Shawls, scarves, veils and the like	22½%	52½% Primage 5%	15%	50,000
62.02.600	Quilts of the marcella, honeycomb, etc., type	5%	12½%	Free	25,000
65.04.990	Hats, other, e.g., of vegetable fibre	22½% or, if higher, $2·50 per dozen	40% or, if higher, $4·50 per dozen	15%	20,000
69.11.900	Other tableware, etc., of porcelain or china	10%	30%	10%	250,000
69.12.900	Other tableware, etc., of pottery other than porcelain or china	17½%	40%	15%	250,000
70.20.900	Goods of glass fibre	12½%	22½%	10%	50,000
83.01.200	Mortice and rim locks	22½%	50% Primage 5%	20%	50,000
83.02.200	Hinges	27½%	50%	25%	20,000
83.02.910	Fittings and mountings for furniture	17½%	42½%	15%	35,000
83.04.900	Filing cabinets	17½%	42½%	15%	15,000
84.21.690	Pesticide and herbicide spraying equipment	5%	25%	Free	25,000
84.21.910	Paint, etc., sprayers	22½%	45%	20%	25,000
84.52.910 84.53.000	Punched card statistical and accounting machines and auxiliary equipment	Free	7½%	Free	1,000,000
84.52.990	Calculating machines (manually operated)	Free	10%	Free	150,000
Ex 90.19.190	Artificial teeth	Free	7½%	Free	75,000
94.01.291	Furniture parts – chair seats	22½%	47½%	15%	5,000
97.03.900	Toys	Primage 5% 17½%	Primage 10% 45%	10%	100,000
97.04.900	Equipment for parlour, table and funfair games	17½%	55% (excluding Hong Kong) 55%	10%	60,000
97.07.900	Fishing appliances; hunting lures and decoys	17½%	Primage 5% 55%	15%	50,000
98.11.190	Smoking pipes, other than wholly of clay	20%	Primage 5% 35%	20%	50,000
Various	Goods that, in the opinion of the Minister, are hand-made traditional products of cottage industries in less-developed countries, as follows: Coconut shellware, carved, inlaid or decorated; lace, hand-made, in the piece, in strips or in motifs; lace articles, hand-made from hand-made lace; and metalware filigree.	—	—	Free	No quota limit

Note:

(a) in regard to tariff item 97.04.900 the inclusion of Hong Kong in the preference is for a trial period of twelve months with the position to be reviewed when Australian imports statistics relating to the quota period July 1 to December 31, 1967, become available.

(b) all the goods specified above are additional to those listed in the previous notice published in the *Board of Trade Journal* dated May 20, 1966. In addition the amount of quota available in respect of hand-made carpets (tariff items 58.01.100 and 58.02.100) given in that notice has been increased from $1 million to $2 million a year.

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List of less developed countries to benefit from the preferences

Afghanistan
Algeria
Antigua
Argentina
Bahamas Islands
Bahrain (Protected State)
Barbados
Bermuda
Bolivia
Botswana
Brazil
British Honduras
British Solomon Islands Protectorate
British Virgin Islands
Brunei
Burma
Burundi
Cambodia
Cameroon
Cayman Islands
Central African Republic
Ceylon
Chad
Chile
Colombia
Congo (Brazzaville)
Congo (Democratic Republic)
Cook Islands
Costa Rica
Cuba
Cyprus
Dahomey
Dominica
Dominican Republic
Ecuador
El Salvador
Ethiopia
Falkland Islands
Fiji
Gabon
Gambia
Ghana
Gibraltar
Gilbert and Ellice Islands
Greece
Grenada
Guatamala
Guinea
Guyana
Haiti
Honduras
Hong Kong
India
Indonesia
Iran
Iraq
Israel
Ivory Coast
Jamaica
Jordan
Kenya
Kuwait
Laos
Lebanon
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Netherlands Antilles
Nepal
New Hebrides
Nicaragua
Niger
Nigeria
Niue Island
Pakistan
Panama
Paraguay
Peru
Philippines
Pitcairn Island
Portuguese non-European territories
Qatar (Protected State)
Republic of Korea
Republic of Viet-Nam
Rwanda
St. Helena and Ascension Islands
St. Kitts – Nevis – Anguilla
St. Lucia
St. Vincent
Saudi Arabia
Senegal
Seychelles
Sierra Leone
Singapore
South Arabian Federation (including Aden)
Somalia
Spain
Sudan
Surinam
Swaziland
Syria
Tanzania
Thailand
The Maldives
The Territory of Papua and New Guinea
Togo
Tokelau Islands
Tonga (Protected State)
Trinidad and Tobago
Tristan da Cunha
Trucial States (Abu Dhabi, Dubai, Sharjah, Ajman, Ras Al Khaimah, Umm Al Quaiwan, Fujairah: Protected States)
Tunisia
Turkey
Turks and Caicos Islands
Uganda
United Arab Republic
Upper Volta
Uruguay
Venezuela
Western Samoa
Yemen
Yugoslavia
Zambia

Tariff changes

CHANGES HAVE been made in the Australian Customs Tariff affecting the rates of duty payable on (a) unmanufactured tobacco and (b) television receiver channel tuners and deflection yokes.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468) as soon as these are received.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 783 *of the* Board of Trade Journal *of September* 29.

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UNITED STATES

Federal motor vehicle safety standards

THE UNITED STATES Federal Highway Administration announce advance notice of 47 proposals for broadening existing Federal motor vehicle safety standards and for development of new standards for 1969 and subsequent years. Interested persons are invited to submit written data, views, or arguments to the National Highway Safety Bureau (Rules Docket), Room 512, Federal Highway Administration, United States Department of Transportation, Washington, DC 20591. Some items propose that certain standards that now apply only to one type of vehicle be extended in scope to cover others. A number of items relate to the upgrading of existing standards and others to aspects of performance not previously covered. Certain items raise difficult safety and technological problems for which solutions are urgently needed. Of the 47 items:

Nine proposals form a basis for new standards to become effective on January 1, 1969, and cover the following items:

Brake linings – (Comments due December 4, 1967)
Exterior protrusions – (Comments due November 13, 1967)
Warning devices for stopped vehicles – (Comments due December 4, 1967)
(Passenger cars, multipurpose vehicles, trucks, buses, trailers and motorcycles)
Headlamp covers – (Comments due November 13, 1967)
Hood latches – (Comments due November 13, 1967)
Windshield mountings – (Comments due November 13, 1967)
(Passenger cars, multipurpose passenger vehicles, trucks and buses)
Radiator caps – (Comments due December 4, 1967)
(Passenger cars, multipurpose passenger vehicles, trucks, buses and motor vehicle equipment)
Vehicle indentification number – (Comments due November 13, 1967)
(Passenger cars)
Rider protection – (Comments due December 4, 1967)
(Motorcycles)

The following nine proposals amend or broaden the coverage of existing standards and are to be effective on January 1, 1969:

Standard No. 207 – Anchorage of seats – (Comments due December 4, 1967)
Standard No. 208 – Seat belt installations – (Comments due December 4, 1967)
Standard No. 210 – Seat belt assembly anchorage – (Comments due December 4, 1967)
Standard No. 101 – Control location and identification – (Comments due December 4, 1967)
(Multipurpose passenger vehicles, trucks and buses)
Standard No. 209 – Child restaint systems – (Comments due December 4, 1967)
(Passenger cars and multipurpose passenger vehicles)
Standard No. 106 – Brake hoses – (Comments due December 4, 1967)
(Trucks, buses, trailers and motorcycles)
Standard No. 105 – Braking systems – (Comments due December 4, 1967)
(Motorcycles)
Standard No. 205 – Glazing materials – (Comments due December 4, 1967)
(Trailers)
Standard No. 103 – Windshield defrosting and defogging (Comments due November 13, 1967)
(Trucks and buses)

Twenty-nine proposals are for new standards or amendments to existing standards which may become effective after January 1, 1969, and cover the following items:

New standard – Tyre traction – (Comments due February 5, 1968)
New standard – Retreaded tyres – (Comments due February 5, 1968)
(Passenger cars, multipurpose passenger vehicles, truck, trailers, buses and motorcycles)
New standard – Rear underside guard – (Comments due December 4, 1967)
(Trucks, buses and trailers)
Standard No. 111 – Rearview mirrors – (Comments due February 5, 1968)
New standard – Motor vehicle jacks – (Comments due December 4, 1967)
(Passenger cars and multipurpose passenger vehicles)
Standard No. 111 – Rearview mirrors – Comments due February 5, 1968)
(Trucks, buses and motorcycles)
New standard – Trailer hitches – (Comments due February 5, 1968)
(Passenger cars, multipurpose passenger vehicles and motor-vehicle equipment)
New standard – Intrusion or penetration – (Comments due July 22, 1968)
New standard – Energy absorption – (Comments due July 22, 1968)
(Passenger cars, multipurpose passenger vehicles, trucks and buses)
Standard No. 301 – Fuel tanks, fuel tank filler pipes and fuel tank connections – (Comments due February 5, 1968)
(Multipurpose passenger vehicles, trucks, buses and motorcycles)
Standard No. 206 – Door locks, latches and hinges – (Comments due November 13, 1967)
(Multipurpose passenger vehicles and trucks)
New standard – Tyres – (Comments due February 5, 1968)
(Multipurpose passenger vehicles, trucks, trailers, buses and motorcycles)
New standard – Bumper height – (Comments due November 13, 1967)
New standard – Bumper effectiveness – (Comments due February 5, 1968)
New standard – Fire retardant materials for interiors – (Comments due December 4, 1967)
(Passenger cars, multipurpose passenger vehicles, trucks, buses and trailers)
Standard No. 105 – Service brake, emergency brake, parking brake system – (Comments due February 5, 1968)
(Multipurpose passenger vehicles, trucks, buses and trailers)
New standard – Maximum speed control – (Comments due February 5, 1968)
New standard – Odometers – (Comments due December 4, 1967)
(Passenger cars, multipurpose passenger vehicles, trucks, buses and motorcycles)
Standard No. 103 – Windshield defrosting and defogging – (Comments due February 5, 1968)
Standard No. 203 – Import protection for driver from steering control system – (Comments due February 5, 1968)
(Multipurpose passenger vehicles, trucks and buses)
Standard No. 105 – Service brake, emergency brake and parking brake system – (Comments due February 5, 1968)
New standard –Theft protection – (Comments due November 13, 1967)
Standard No. 201 – Occupant protection interior impact – (Comments due February 5, 1968)
New standard – Import protection for occupants from glove compartment doors – (Comments due November 13, 1967)
Standard No. 203 – Impact protection for the driver from the steering control system – (Comments November 13, 1968)
Standard No. 301 – Fuel tanks, fuel tank filler pipes, and fuel tank connections – (Comments due February 5, 1968)
(Passenger cars)
New standard – Emergency exits – (Comments due December 4, 1967)
New standard – Passenger seats – (Comments due December 4, 1967)
(Buses)
New standard – Motor vehicles of 1,000 pounds or less curb weight – (Comments due April 15, 1968)

Copies of the advance notice giving more detailed information on the above proposals and the procedure for submitting comments to the United States authorities may be obtained from the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Investigation—eye glass frames and mountings

THE *Board of Trade Journal* dated May 5, 1967, gave notice of an investigation by the United States Tariff Commission to determine whether frames and mountings for eye glasses, lorgnettes, goggles and similar articles are being imported into the United States in such quantities as to cause, injury to the United States domestic industry.

The Tariff Commission has now issued a report to the President of its unanimous finding that eye glass frames, etc. are not as a result in major part of trade agreement concessions, being imported into the United States in such increased quantities as to cause serious injury to the United States domestic industry.

Inquiries about the above notice should be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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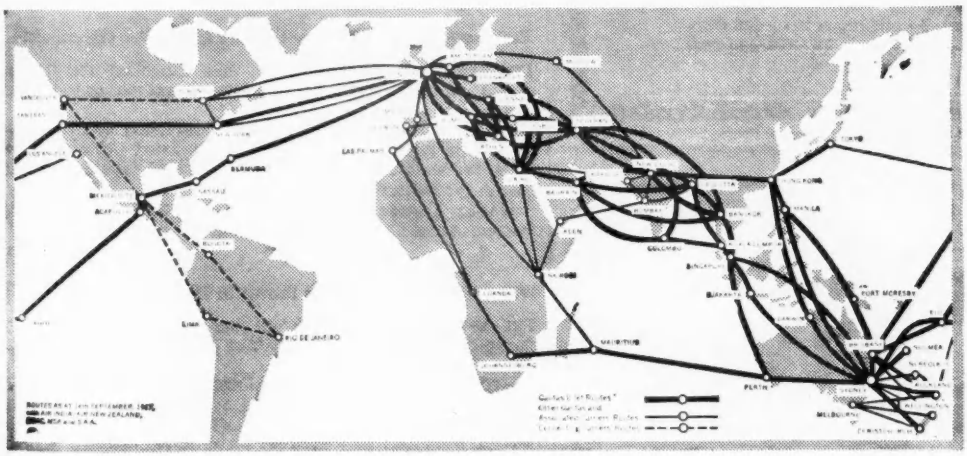

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Investigation—textile and apparel industries

IN RESPONSE to a request by the President, the United States Tariff Commission has instituted an investigation under Section 332 of the Tariff Act of 1930 into the economic condition of the United States textile and apparel industries.

A hearing will be held in the Hearing Room, Tariff Commission Building, Eighth and East Streets NW, Washington, DC, 20436, beginning at 10 a.m. on November 13, 1967.

Interested persons desiring to appear and be heard are required to notify the Secretary of the Tariff Commission in writing on or before November 3, 1967, with details concerning their proposed appearance.

Written information and views in lieu of appearance at the public hearings may also be submitted by interested persons. A signed original and 19 copies of such statements should be submitted at the earliest practicable date, but not later than November 20. Confidential business data should be submitted on separate sheets, each clearly marked at the top 'Business confidential'. All written statements, except for confidential business data, will be made available for inspection by all interested parties.

Persons wishing to attend the hearing or intending to submit written evidence are advised to obtain further details of this investigation from the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Escape-clause investigations:

Stainless steel table flatware: cotton typewriter ribbon cloth

THE UNITED STATES President has cancelled the 'escape clause action' on stainless steel table flatware and cotton typewriter ribbon cloth.

The import duties on the items concerned accordingly revert to the Trade Agreement rates which operated prior to November 1, 1959, for stainless steel table flatware, and September 20, 1960, for cotton typewriter ribbon cloth.

Notices about these investgations appeared in the *Board of Trade Journal* dated October 13, and June 9 respectively.

Wilton and velvet carpets: drawn or blown flat glass

THE UNITED STATES President has extended the existing escape clause duties on Wilton and velvet carpets and flat glass until January 1, 1970.

Notices about these investigations appeared in the *Board of Trade Journal* dated September 22 and September 29 respectively.

Inquiries about the above notices should be addressed to Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

NEW EXPORT HANDBOOKS

The Board of Trade has issued two new Export Handbooks– 'Services for British Exporters' and 'ECGD Credit Insurance and Financial Support Services'. Together they contain 164 pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to the Information Division, United Kingdom Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items:

552-01	Perfumery, cosmetics and other toilet preparations as follows: Creams Perfumes and toilet preparations (a) Perfumes with or without alcohol less than TT$1.0 per liquid ounce in c.i.f. value (b) Toilet waters, lotions and like items Face and body powders — Hair preparations Deodorants Lipsticks — Nail preparations Rouges — Shaving preparations Eye preparations
021-01	Liquid milk
632-09.01	Wooden broom handles
661-09.04 662-01.09 662-02.09	Sewer pipes of all kinds
811-01	Pre-fabricated buildings and their assembled panels and parts of all materials

The Trinidad and Tobago Ministry of Industry and Commerce has announced that no import licences will be issued in respect of 'Sewer pipes of all kinds' classified in items 661-09.04, 662-01.09 and 662-02.09 above until further notice.

Quotas will be allocated for the importation of 'Road motor vehicle air-cooled cushions', classified under item 899-99.09. (A notice about the addition of this item to the List of Exceptions to Open General Licence appeared in the *Board of Trade Journal* of September 22, 1967, page 735.)

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Aid to Pioneer Industries Ordinance, 1950

THE TRINIDAD AND TOBAGO Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

Metal hand-trucks, metal wheel barrows and metal trolleys.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

EL SALVADOR

Exchange control

HM EMBASSY in San Salvador report that the Central Reserve Bank has announced new exchange control measures effective from September 25, 1967. Certain listed imports, including 'luxury' foodstuffs, alcoholic beverages, tobaccos, perfumes and cosmetics, jewellery, watches, firearms, aircraft, boats and motor vehicles may only be effected against a prior deposit lodged with the Central Reserve Bank equivalent to 100 per cent of the value of the order, or by means of an irrevocable letter of credit covering a deposit of 100 per cent.

The Central Reserve Bank has also stipulated maximum terms of credit payment for all other imports ranging from a maximum period of 60 days on goods considered as non-essential to 365 days on machinery and equipment for industrial and agricultural production. Imports falling within this scale include raw materials for industry and agriculture for which payment must be made on terms not exceeding 270 days, foodstuffs of prime necessity and medical supplies, 180 days.

The commercial banks are authorized to grant foreign exchange for imports of a value up to US $2,000 without obtaining a special licence.

An unofficial English translation of the Central Reserve Bank's Resolution may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	20 Oct. 1967
Aircraft noise at Heathrow Airport (Q)	20 Oct. 1967
Mileage and traffic (M)	6 Oct. 1967
Trade by air (6-M)	6 Oct. 1967
Balance of payments (Q)	15 Sept. 1967
Bankruptcy orders (Q)	11 Aug. 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	13 Oct. 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	20 Oct. 1967
Catering trades turnover (M)	13 Oct. 1967
Chemical industries production (6-M)	19 May 1967
Companies:	
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N. Ireland (M)	6 Oct. 1967
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International trade credit (A)	21 July 1967
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British Film Fund Agency returns (M)	29 Sept. 1967
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Household consumption (Q)	13 Oct. 1967
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Sterling area trade summary (Q)	18 Aug. 1967
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Distributive and service trades (A)	30 Dec. 1966
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Average prices of selected commodities (A)	24 Feb. 1967
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Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	18 Aug. 1967
Board of Trade regional organization	13 Oct. 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	1 Sept. 1967
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	15 Sept. 1967
Official Receiver's Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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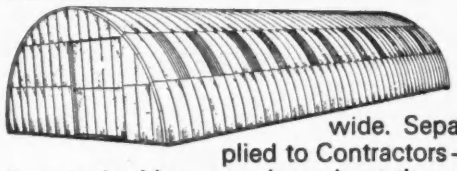

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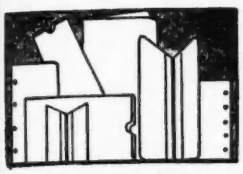

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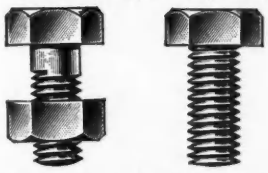

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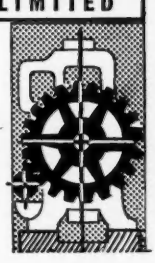

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BOARD OF TRADE

United Kingdom and world exports of manufactures in 1966

BOARD OF TRADE, 1 VICTORIA STREET, LONDON, S.W.1

United Kingdom and world exports of manufactures in 1966

THIS IS the latest in a series of annual articles which are published in the *Board of Trade Journal*. It examines the development in 1966 of world trade in manufactured goods[1] and looks at the position of the United Kingdom in relation to the other major exporters. It does not examine trends in 1967.

1966 was the third year running in which the value of world trade in manufactured goods increased at a rate significantly higher than the average increase of nearly 9 per cent a year over the past decade. The increase of 12 per cent (the same as in 1965, after an increase of 15 per cent in 1964) reflected buoyant conditions in the economies of the industrial countries. World industrial production increased by over 7 per cent last year (compared with an average of 5½ per cent over the last decade). In particular, rapid economic growth in the United States, where the gross national product rose nearly 9 per cent in value terms, was reflected in a sharp increase in demand for imports of manufactured goods: world exports of manufactures to the United States increased by 26 per cent last year, and were 83 per cent above 1963. In Europe, too, demand for imported manufactures increased rapidly: world exports to the EEC countries rose by 12 per cent between 1965 and 1966, and to Continental EFTA countries by 6 per cent. World exports of manufactures to the United Kingdom (where the temporary import charge was reduced from 15 per cent to 10 per cent at the end of April 1965, and withdrawn at the end of November last year) rose by 8 per cent in 1966.

Primary producing countries' demand for manufactured goods, although more buoyant than over the decade as a whole, again grew much less in 1966 than trade between industrial countries; exports of manufactures to the primary producing countries rose by 7 per cent last year (against an average of 5 per cent a year over the decade), but exports to the sterling area outside Europe were unchanged. The failure to expand in 1966 of this important market for United Kingdom goods (it takes three-tenths of all United Kingdom exports of manufactures) had a marked effect on the comparative performance of the United Kingdom, whose exports of manufactures in total increased less than those of any other country. On the other hand, United Kingdom exports shared in the rapid growth of industrial markets. Only Canada and the Netherlands expanded their manufactured exports to the United States more rapidly than the United Kingdom's increase of 29 per cent: the increase of 8 per cent in United Kingdom exports of manufactures to the EEC countries compares not unfavourably with the average increase of 9 per cent from other non-member countries; and United Kingdom exports to the Continental EFTA countries rose by 11 per cent compared with an increase of only 6 per cent in world exports of manufactures to these countries.

United Kingdom exports of manufactures rose by 7 per cent in 1966 after an 8 per cent rise in 1965. Although the increase in 1966 was the slowest by any of the main manufacturing countries, it was again well above the United Kingdom's average growth rate of nearly 5 per cent in the decade 1956-66. The fastest growth in 1966 was the 26 per cent rise achieved by Canada: almost all the increase went to the United States, and about half reflects the effect of the 1965 agreement between the two countries which eliminated tariffs on shipments between them at manufacturer's level of motor vehicles and original (not replacement) parts. Total Canadian exports of manufactures to the United States rose by 37 per cent and, within the total, exports of transport equipment rose by 144 per cent. There was a similar absolute movement – less marked in relation to the level of trade – in United States exports of manufactures to Canada, which increased by 23 per cent. United States exports of transport equipment to Canada rose by 44 per cent.

(1) For definitions see page iv.

After Canada, the second fastest rise in total exports of manufactures in 1966 was recorded by Japan, but the increase of 16 per cent was markedly less than the 28 per cent rise in 1965. Exports of manufactures from the United States and from the EEC countries both rose by 11 per cent: for the United States this represented an acceleration from the slow 1965 rise of 6 per cent, but the EEC increase was less rapid than in 1965 (13 per cent) or 1964 (14 per cent). Only West Germany, among the EEC countries, exceeded in 1966 its 1965 rate of increase (13 per cent in 1966, 11 per cent in 1965). Exports of manufactures from the Netherlands increased in 1966 by 10 per cent, the same as in 1965, but all other member countries recorded slower rates of growth. Italy's exports rose by 14 per cent (1965: 20 per cent): France's by 9 per cent (1965: 13 per cent): and exports from Belgium-Luxembourg by 8 per cent (1965: 15 per cent). Among the EFTA countries, Swedish exports of manufactures rose by 11 per cent in 1966, compared with 10 per cent in 1965. Switzerland showed an increase of 11 per cent, a slight reduction from 12 per cent in 1965.

Except France, Italy, Belgium-Luxembourg, the Netherlands and Sweden, all the main manufacturing countries increased their exports in 1966 faster than their average annual increase in the decade 1956-66. In the case of the United States the increase was almost double, and in the case of Canada nearly four times the average annual rate.

Markets in industrial countries

About two-thirds of world exports of manufactures go to industrial countries. In 1966 the value of this trade rose by 14 per cent, rather faster than in 1965. United Kingdom exports to the industrial countries increased by 13 per cent, so that our share of exports of manufactures to these markets was almost maintained.

Exports to the United Kingdom by the other main manufacturing countries increased by 8 per cent in 1966. All these countries except the United States, Switzerland and France increased their exports to the United Kingdom more in 1966 than in 1965. (The United Kingdom's temporary import charge was reduced from 15 per cent to 10 per cent at the end of April 1965 and was withdrawn at the end of November 1966.) Japan recorded the largest increase with a rise of 33 per cent on a relatively small level of trade, following a fall of 3 per cent in 1965. Exports from Italy, West Germany and Sweden all increased by more than 10 per cent: exports by the United States increased by 4 per cent.

The United States market for imported manufactures again expanded very rapidly in 1966. The 26 per cent increase in world exports to the United States followed a 25 per cent rise in 1965 and was the largest since 1959. The 29 per cent increase in United Kingdom exports to this market was also the largest since 1959 and was exceeded only by Canada (37 per cent) and the Netherlands (31 per cent). Almost three quarters of all Canadian exports of manufactures now go to the United States.

The increase in United Kingdom exports to the United States in 1966 was mainly in non-electrical machinery and transport equipment (44 per cent and 45 per cent respectively), other manufactures (17 per cent), and electric machinery and chemicals (69 and 28 per cent respectively, but on much smaller levels of trade). Except in non-electrical machinery and transport equipment these increases were faster than the averages for all manufacturing countries. Canadian exports of non-electrical machinery rose by 51 per cent (1965: 19 per cent), and of electric machinery by 48 per cent, a sharp deceleration from the 103 per cent increase in 1965. As mentioned above, Canadian exports of transport equipment rose by 144 per cent (1965: 39 per cent). The increases in other countries' exports of manufactures to the United States were

largely in machinery and transport equipment. West German exports in this group increased by 29 per cent (1965: 16 per cent): Japanese exports rose by 43 per cent within which exports of non-electrical and electric machinery rose by 50 and 48 per cent respectively.

World exports of manufactures to Canada also increased sharply (21 per cent) in 1966. The increase in United Kingdom exports, at 9 per cent, was larger than the 1965 rise of 6 per cent. Sweden's relatively small exports rose by 48 per cent (1965: 37 per cent). United States exports rose by 23 per cent, Japanese exports by 20 per cent (1965: 30 per cent) and West German exports by 19 per cent (1965: 28 per cent). After the United States, the United Kingdom remains Canada's largest supplier. Japan slightly increased her lead over West Germany as the third largest supplier, but the value of Japanese exports in 1966 was less than half as great as the United Kingdom's.

The 1966 increase of 12 per cent in world exports of manufactures to the EEC countries was larger than in 1965, although less than in any of the previous six years. Slower growth of imports by West Germany in 1966 compared with 1965 was more than offset by faster rates of increase in the other member countries. Trade between member countries increased by 14 per cent in 1966: this too was the smallest annual increase since the first tariff cuts on intra-EEC trade, except in 1965 when the increase was 13 per cent. Exports to the EEC countries from non-members increased by 9 per cent in 1966.

All the main manufacturing countries increased their exports of manufactures to the EEC, and United Kingdom exports rose by 8 per cent following an increase of only 1 per cent in 1965. Exports from the United States increased by 9 per cent. Japanese exports continued expanding very quickly, and at 22 per cent (1965: 36 per cent) showed the highest rate of increase from any country: Japan, however, supplies less than 2 per cent of world exports of manufactures to the area. Among member countries, the slowest increase in exports to other members was by the Netherlands (9 per cent): the fastest by West Germany (18 per cent).

World exports of manufactures to the Continental EFTA countries rose by 6 per cent in 1966. All the main manufacturing countries shared in the increase. United Kingdom exports rose by 12 per cent (1965: 9 per cent). This was a faster increase than recorded by any other country except Japan (20 per cent on a 3 per cent share of the market) and Switzerland (13 per cent). Exports to Continental EFTA by West Germany and the United States both increased by 5 per cent.

World exports of manufactures to Japan rose by 17 per cent in 1966 after falling in 1965. All countries shared in the increase, but the United Kingdom achieved the largest increase among the major exporters with a rise of 28 per cent, following a fall of 14 per cent in 1965. United States exports increased by 15 per cent, and their dominant share of the market declined slightly to 56 per cent. West Germany remained the second largest supplier with an increase of 15 per cent after a fall of 16 per cent in 1965.

Markets in the primary producing countries

The increase of 7 per cent in exports of manufactures from the main manufacturing countries to the primary producing countries in 1966 was only about half as fast as in exports to the industrial countries. There were strong increases in exports to Latin America and to the Sino-Soviet bloc, but little change in exports to the sterling area outside Europe.

United Kingdom exports of manufactures to the sterling area outside Europe fell by 2 per cent in 1966, after rising by 8 per cent in 1965. The United Kingdom remains the largest exporter of manufactures to this market, supplying 32 per cent of all exports to it by the main manufacturing countries. In second place is the United States, with a market share of 22 per cent: exports from the United States also fell in 1966, by 3 per cent. Exports from West Germany and Canada fell in 1966 by 2 per cent and 5 per cent respectively: French exports to the area have increased by about 20 per cent in each of the last four years, but are still relatively small.

World exports of manufactures to Latin America rose by 12 per cent in 1966. Most countries increased their exports, but exports from the United Kingdom and from Belgium-Luxembourg each fell by 2 per cent, and those from Italy by 1 per cent. Canada increased her exports more than any other country, by 31 per cent after a fall of 6 per cent in 1965. Exports from Sweden and the Netherlands rose by 20 per cent or more, from West Germany by 16 per cent, and from the United States (the predominant supplier) by 12 per cent.

Exports to the Sino-Soviet bloc in 1966 rose sharply by 28 per cent. All countries achieved high rates of increase except the Netherlands, whose exports rose only 5 per cent after a 70 per cent rise in 1965, and Canada, whose small exports were well below the 1965 level. The United Kingdom is the third largest supplier to this market, and her exports rose in 1966 by 33 per cent (1965: 20 per cent). West Germany remained the largest exporter with an increase of 26 per cent. Japan, the second largest supplier, showed an increase of 30 per cent.

Exports of commodities

The 12 per cent increase in exports of manufactures by the main manufacturing countries in 1966 was the same as in 1965. The increase in exports from the United Kingdom was 7 per cent, against 8 per cent in 1965. In most major commodity groups the growth of the United Kingdom exports in 1966 was below both the average for the main manufacturing countries and the increases recorded by our major competitors. This slower growth of United Kingdom exports was, however, much more marked in the primary producing markets; in many of the industrial markets, the increase achieved by the United Kingdom equalled or was greater than the average performance in a number of commodity groups.

World exports of engineering goods (machinery of all kinds and transport equipment) rose more rapidly in 1966 (14 per cent) than in 1965 (12 per cent). Canada, Japan and Italy increased their exports faster than the average for all manufacturing countries. Canadian exports were 62 per cent above the 1965 level, largely as a result of the automotive agreement with the United States. Japanese exports continued to increase rapidly, although the increase of 25 per cent was less than in 1964 or 1965. Italy last year maintained the 1965 rate of increase of 18 per cent. The three largest exporters, the United States, West Germany and the United Kingdom, all expanded their exports more last year than in 1965. United States exports increased by 12 per cent (1965: 7 per cent); West Germany's also by 12 per cent (1965: 10 per cent); and the United Kingdom's by 10 per cent (1965: 9 per cent). Before 1966 the United Kingdom exported more engineering goods to the primary producers than to the industrial countries. In 1966, however, United Kingdom exports to the latter increased by 17 per cent (1 per cent less than world exports to these markets), but to the primary producing countries by only 3 per cent, and the industrial countries took rather more than half of all United Kingdom exports of engineering goods. World exports of engineering goods to primary producers rose by 8 per cent, well above the increase recorded by the United Kingdom which, however, remained the largest exporter to these countries apart from the United States: the latter also showed a relatively low increase (4 per cent). Of the larger exporters Japan achieved the highest rate of increase (16 per cent), but this was much below the increases recorded in each of the last three years. The 2 per cent increase in United Kingdom exports of engineering goods to the non-OECD sterling area equalled the increase from the main manufacturing countries.

Exports of transport equipment by the main manufacturing countries rose by 15 per cent in 1966 (1965: 14 per cent). Canada achieved the largest rate of increase for reasons already mentioned: 100 per cent in exports to all markets and 144 per cent to the United States. The rate of growth of United Kingdom exports dropped back to 9 per cent, from 11 per cent in 1965. The rise in 1966 was the same as recorded by West Germany (1965: also 9 per cent) but less than the 16 per cent increases in exports from the United States, France and Japan. United Kingdom exports of transport equipment to the Continental EFTA countries rose by 15 per cent (1965: 12 per cent), well above the average increase of 1 per cent by all manufacturing countries, and the fastest of any country other than Japan and Italy, whose much smaller exports rose by 28 per cent and 21 per cent respectively. West Germany, France, Sweden and Canada all experienced falls in their exports of transport equipment to this market. The reduction in West German exports was only 1 per cent, but the other falls were larger. The 16 per cent increase in total United States exports of transport equipment was largely due to the 44 per cent rise in exports to Canada. United Kingdom exports to the United States increased by 45 per cent, continuing the upward movement which began in 1964. The increase in 1966 was the largest recorded by any country other than Canada. West German exports to the United States rose by 26 per cent (1965: 10 per cent) and to the EEC by 8 per cent (1965:

(*Continued on next page*)

10 per cent). Exports of transport equipment by the main manufacturing countries to the sterling area outside Europe rose by 5 per cent, and those of the United Kingdom, by far the largest exporter to the area, increased by 6 per cent. While exports from the United States, the second largest supplier, and Canada fell quickly, those of France rose very sharply (by 76 per cent) due largely to exports of aircraft to Australia.

In 1966, as in 1965, United Kingdom exports of electric machinery increased by 5 per cent, compared with an average rise of 12 per cent in exports by the main manufacturing countries. The strongest increase in 1966 was in exports from Japan, which rose by 36 per cent, compared with 22 per cent in 1965. The two largest exporters, the United States and West Germany, achieved increases of 14 per cent (1965: no change) and 10 per cent (1965: 13 per cent) respectively. Italy, France, the Netherlands and Belgium-Luxembourg all recorded their slowest rates of growth for several years. United Kingdom exports to primary producers rose by only 2 per cent in 1966 (1965: 6 per cent), but to industrial countries by 8 per cent (1965: 4 per cent): exports to the United States in particular rose very strongly, by 69 per cent, after a fall of 18 per cent in 1965. This was the highest rate of increase achieved by any country and well above the average increase of 49 per cent, but Japan, with an increase of 48 per cent (1965: 41 per cent) was much the largest supplier to this market. United Kingdom exports to Continental EFTA increased by 10 per cent in 1966, compared with an average of 7 per cent for all exports of electric machinery to these countries by the main manufacturing countries. Exports from the United States rose 25 per cent, but those from West Germany by only 5 per cent. Total exports of electrical machinery to EEC countries increased by 4 per cent, but the United Kingdom's fell by 2 per cent after little change in 1965. This reduction was, however, less sharp than the falls in exports from France, Belgium-Luxembourg and the Netherlands. West German exports increased by 15 per cent (1965: 9 per cent) and exports from Switzerland by 10 per cent (1965: 14 per cent). United Kingdom exports to the non-OECD sterling area rose by 4 per cent in 1966, compared with a 6 per cent increase in world exports. West German exports fell by 10 per cent. Exports from the United States and Japan increased by 9 per cent and 18 per cent respectively.

United Kingdom exports of non-electric machinery rose by 12 per cent in 1966: in 1965 the increase was 8 per cent. This was the fastest increase in United Kingdom exports of these products since 1961, but it was less than the average increase in exports by the main manufacturing countries (15 per cent). However, exports from Belgium-Luxembourg, Switzerland and the United States increased less than those from the United Kingdom. West Germany, the largest exporter after the United States, recorded an increase of 16 per cent (1965: 10 per cent), which was equalled by France and exceeded by Italy (24 per cent) and Sweden (20 per cent). The major part of the increase in United Kingdom exports in 1966 went to industrial countries. Our exports to the EEC rose by 19 per cent, even faster than the 18 per cent increase in EEC intra-trade. United Kingdom exports to the United States rose by 44 per cent (1965: 38 per cent), scarcely different from the 45 per cent average increase in exports by the main manufacturing countries. Only Italy (63 per cent), Canada (51 per cent) and Japan (50 per cent) recorded faster rates of increase. Although United Kingdom exports to Canada rose by 17 per cent (1965: 12 per cent), this was not as fast as the average increase of 22 per cent and was well below the very sharp increase of 69 per cent in West Germany's relatively low level of trade. United Kingdom exports to the Continental EFTA countries rose by 13 per cent in 1966 (1965: 7 per cent) which was faster than the average increase by the main manufacturing countries. World exports of electric machinery to the sterling area outside Europe fell in 1966 by 3 per cent, as did exports to the area by both the United Kingdom and the United States. Exports from West Germany declined by 13 per cent, but several of the smaller exporting countries increased their trade.

Total exports of textiles by the main manufacturing countries rose by 6 per cent in 1966, compared with 5 per cent in 1965. Among the major exporters, exports from West Germany increased by 17 per cent (1965: 9 per cent), from Japan by 12 per cent (1965: 10 per cent), and from Belgium-Luxembourg by 11 per cent (1965: 5 per cent): the increases from both West Germany and Belgium-Luxembourg went mainly to other members of the EEC. United Kingdom exports of textiles fell by 5 per cent after showing little change in 1965. The fall was much more marked in exports to the primary producers (9 per cent) than in exports to industrial countries (1 per cent). United Kingdom exports of textiles to the non-OECD sterling area fell by 8 per cent.

World exports of chemicals rose by 13 per cent in 1966, following a 12 per cent increase in 1965. Japanese exports increased by 22 per cent in 1966, and although this represented a marked slowing down from the 43 per cent increase in 1965, it was the fastest rate achieved by any country. Of the largest suppliers, exports from West Germany increased by 16 per cent (1965: 10 per cent), followed by France (12 per cent), the United States (11 per cent) and the United Kingdom (6 per cent, following 7 per cent in 1965). World exports of chemicals to the EEC countries increased by 15 per cent in 1966. The increase in intra-trade was 20 per cent, within which West German exports rose 23 per cent. Among third country suppliers exports from the United States grew by 7 per cent, from Switzerland by 11 per cent, and from the United Kingdom by 1 per cent after a 4 per cent rise in 1965. United Kingdom exports of chemicals to the Continental EFTA countries increased by 13 per cent, well above the 7 per cent increases in exports from West Germany (the largest supplier) and from the main manufacturing countries combined. World exports of chemicals to the United States increased by 24 per cent in 1966, those from the United Kingdom rising by 28 per cent, and from West Germany by 27 per cent. Exports by the main manufacturing countries to the non-OECD sterling area rose by 12 per cent, but exports from the United Kingdom remained at about the 1965 level following a 6 per cent increase in that year. There was a 25 per cent increase in exports from the United States, but the United Kingdom remained the largest supplier.

World exports of iron and steel fell by 2 per cent in 1966 after a rise of 14 per cent in 1965. This fall was largely confined to the larger exporters, among whom only West German exports increased – by 3 per cent, compared with 15 per cent in 1965. Japanese exports were about the same in 1966 as in 1965, when they increased by 42 per cent. All the other major exporters, including the United Kingdom, experienced falls in trade in 1966, but several of the smaller exporters increased their exports. Among the major markets the fall in exports of iron and steel was most marked to the sterling area outside Europe (a reduction of 32 per cent) and to Latin America. United Kingdom exports to the sterling area outside Europe fell by 19 per cent, accounting for much of the overall reduction in United Kingdom exports of iron and steel, but the falls in exports from the other major suppliers were larger. The only important market to which world exports of iron and steel increased in 1966 was the EEC. At 14 per cent, the increase in West German exports to other EEC countries was large enough to offset losses in other markets and to raise total West German exports of iron and steel to 3 per cent above 1965.

A cross-analysis of the commodity pattern of exports to the various markets has been used in preparing this article, and copies are available on written request from Statistics Division (Room D39), Board of Trade, Hillgate House, Old Bailey, London, E.C.4. The figures in the cross-analysis are not fully comparable with those in the tables published in this article, as the adjustments which have been made in the latter to secure comparability over time could not always be carried through to the cross-classified data.

DEFINITIONS

Areas

In this article the *main manufacturing countries* are defined as the United Kingdom, the members of the European Economic Community (i.e. the German Federal Republic, France, Italy, Belgium-Luxembourg and the Netherlands), Sweden, Switzerland, the United States, Canada and Japan. In 1965 these countries supplied 86 per cent of all exports of manufactured goods (excluding exports by the Sino-Soviet Bloc). Exports by this group of countries are often referred to briefly as *world exports* in the article.

France includes the Saar up to June 1959. The *German Federal Republic* includes the Saar from July 1959.

The *European Free Trade Association* comprises the seven full members, i.e. the United Kingdom, Austria, Denmark, Norway, Portugal, Sweden and Switzerland. *Continental EFTA* excludes the United Kingdom. The *European OECD* countries are the members of the EEC and of EFTA (excluding Finland), plus Spain, Greece, Turkey, Iceland and the Irish Republic.

The term *industrial countries* is used to describe all members of the OECD – the European OECD countries plus the United States, Canada and Japan. All other countries (including the Sino-Soviet Bloc) are referred to as *primary producing countries*.

The *Sino-Soviet Bloc* includes the Soviet Union, Eastern Europe (i.e. Albania, Bulgaria, Czechoslovakia, East Germany, Hungary,

Poland and Rumania) and the People's Republic of China. *Latin America* comprises the 20 republics listed under this heading in the Overseas Trade Accounts of the United Kingdom.

The *non-OECD sterling area* or the *sterling area outside Europe* is the sterling area less the United Kingdom, Iceland and the Irish Republic. Rhodesia is included in the sterling area until 1965, but in 'other countries' in 1966, with resulting discontinuities in the series. (The percentage changes in exports to these markets in 1966 which are shown in the tables were calculated on a consistent basis by first making similar adjustments to the figures for 1965.) Burma is included in the sterling area throughout.

Manufactures

Manufactures or *manufactured goods* are the products defined by Sections 5 to 8, inclusive, of the Standard International Trade Classification (Revised). Figures for 1960 and earlier years are not always fully comparable with later figures.

'Special category'

The figures of United States exports (and hence of exports from the main manufacturing countries in total) exclude *'Special Category'* exports, for which no destination information was issued until recently by the United States authorities. Many classes of goods were removed from the Special Category at the beginning of 1965, introducing discontinuities into many of the series. Exports in 1964 of manufactures which were subsequently removed from the Special Category are estimated to have totalled approximately $1,030 million. Goods valued at approximately $185 million had been removed from the Special Category during 1957, so that figures from 1958 onwards are not strictly comparable with those for earlier years.

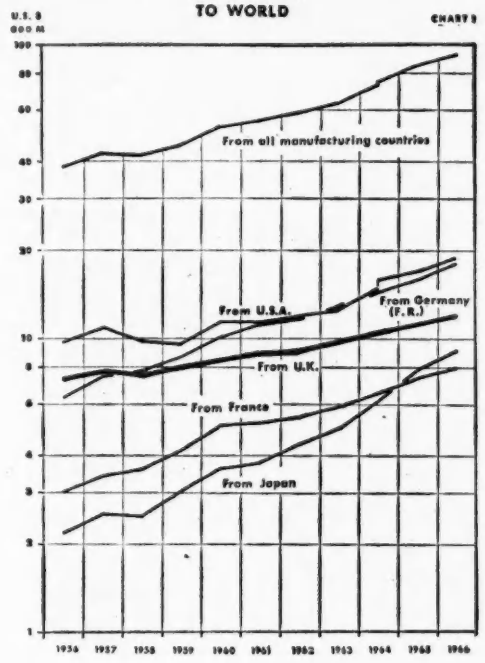
Growth rates

The growth rates for the decade 1956-66 shown in the tables were obtained from the antilogarithms of the slopes of straight lines fitted by least squares to the logarithms of the annual values of exports, with time as the independent variable. For a discussion of methods of measuring growth, see page xxviii of the article 'United Kingdom and world exports of manufactures in the past decade' in the *Board of Trade Journal* of November 18, 1966.

EXPORTS OF MANUFACTURES

From main exporting countries

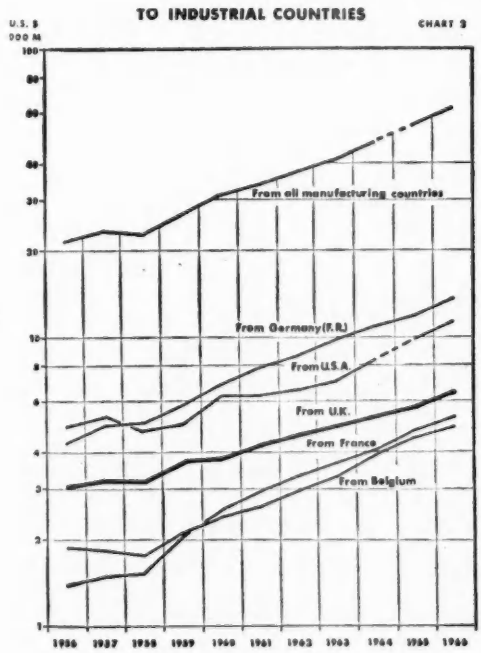
(Ratio scale)

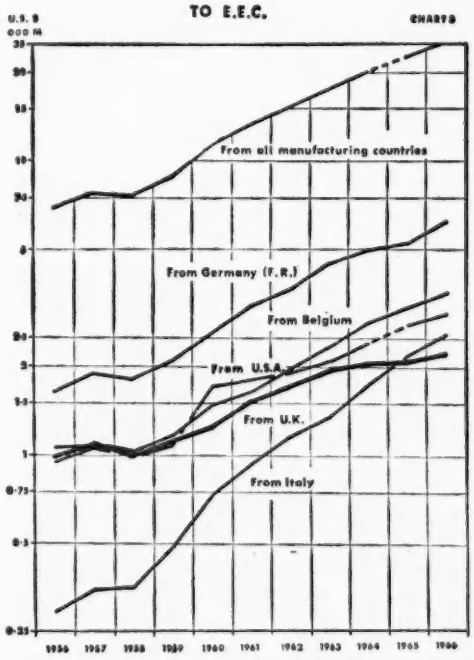


EXPORTS OF MANUFACTURES BY MARKET

From main exporting countries

(Ratio scales)





(*Charts are continued on page xvi*)

Table 1. World exports and industrial production

	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
World exports of manufactures (*a*):											
Value (US $ thousand million) (*b*)	38·5	42·6	42·0	45·4	52·4	55·3	58·7	63·7	73·1	82·7	92·6
Volume (1958 = 100) (*c*)	95	101	100	108	122	126	134	145	163	178	195
World industrial production (*d*):											
Volume (1960 = 100)	86	88	85	94	100	104	111	117	125	134	144
Percentage increase on previous year	5	2	—3	11	6	4	7	5	7	7	7

For notes see this page. For definitions see page iv.

Table 2. Percentage shares of various commodity groups in exports of manufactures in 1956 and 1966

SITC Category	In exports to industrial countries		In exports to primary producers		In exports to all markets	
	From United Kingdom	From main manufacturing countries (*b*)	From United Kingdom	From main manufacturing countries (*b*)	From United Kingdom	From main manufacturing countries (*b*)
1956						
Chemicals (Section 5)	8·3	11·1	9·9	11·5	9·3	11·3
Textiles (Division 65)	11·3	8·4	11·0	11·4	11·0	9·7
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	14·0	22·1	15·5	17·3	15·0	19·8
Iron and steel (Division 67)	5·4	11·0	7·3	10·7	6·5	10·6
Machinery and transport equipment (Section 7)	42·5	35·6	49·1	44·3	46·6	39·9
Non-electrical machinery (Division 71)	18·3	18·2	19·4	18·8	18·4	18·2
Electrical machinery (Division 72)	6·5	5·7	9·3	7·5	8·4	6·9
Transport equipment (Division 73)	17·7	11·7	20·4	18·1	19·8	14·8
Other manufactures (Section 8 and rest of Section 6)	23·9	22·8	14·6	15·4	18·0	19·3
1966						
Chemicals (Section 5)	9·8	10·9	12·4	14·5	11·0	12·1
Textiles (Division 65)	6·5	6·5	5·6	7·2	6·1	6·7
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	12·8	16·4	11·4	13·4	12·1	15·5
Iron and steel (Division 67)	5·0	7·9	5·0	7·3	5·0	7·7
Machinery and transport equipment (Section 7)	46·7	43·5	56·1	50·2	51·0	45·7
Non-electrical machinery (Division 71)	22·8	19·4	26·2	23·2	24·3	20·9
Electrical machinery (Division 72)	6·4	8·5	10·2	9·6	8·1	8·9
Transport equipment (Division 73)	17·5	15·1	19·7	17·3	18·5	15·9
Other manufactures (Section 8 and rest of Section 6)	24·2	22·7	14·4	14·5	19·8	20·0

For notes see this page. For definitions see page iv.

Table 3. Percentage shares of various markets in exports of manufactures in 1956 and 1966

Exports to:	In 1956		In 1966	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Industrial countries	41·4	55·7	54·9	67·5
OECD Europe	26·7	34·8	37·3	45·9
EFTA (excl. United Kingdom)	8·6	13·7	12·9	14·9
United Kingdom	—	3·9	—	4·2
EEC	13·4	18·0	18·4	27·1
United States	8·1	10·3	12·0	12·9
Canada	6·0	9·5	4·3	7·1
Japan	0·6	1·1	1·3	1·6
Primary producing countries	58·6	44·3	45·1	32·5
Latin America	4·7	12·7	3·4	6·9
Non-OECD Sterling area	43·2	15·9	29·5	11·7
Sino-Soviet Bloc	1·6	2·0	3·7	3·3
Other countries	9·1	13·9	8·5	10·7

For notes see this page. For definitions see page iv.

Table 4. Growth rates per cent per annum in exports of groups of commodities, 1956-66

Exports of	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	+ 6·6	+ 9·7
Textiles (Division 65)	—4·9	+ 5·6
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	+ 2·2	+ 6·3
Iron and steel (Division 67)	+ 1·9	+ 5·7
Machinery and transport equipment (Section 7)	+ 5·5	+ 10·1
Non-electrical machinery (Division 71)	+ 7·7	+ 10·6
Electrical machinery (Division 72)	+ 5·0	+ 11·8
Transport equipment (Division 73)	+ 3·4	+ 8·4
Other manufactures (Section 8 and rest of Section 6)	+ 6·8	+ 9·6
Total manufactures	+ 4·9	+ 8·9

For notes see this page. For definitions see page iv.

Notes to Tables

(a) Exports of manufactures by the main manufacturing countries (see Definitions).

(b) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the growth rates of and percentage changes in exports of all manufactures to the World. Certain of the commodity categories distinguished in Table 8 are not affected by the discontinuity, and for these no horizontal line is shown between 1964 and 1965. Where a percentage change for 1965 compared with 1964 is shown for a detailed commodity category in Table 8 together with a discontinuity line, it has been calculated from figures which *include* all Special Category exports in both years. Where no percentage change is shown, this information is not available. The value of world exports of manufactures in 1964, excluding only those goods which would have been classed as Special Category in 1965, was approximately US $74·1 thousand million.

(c) Source: UN *Monthly Bulletin of Statistics*, Special Table D.

(d) Production of the industrial countries (see Definitions). Source: OECD *Main Economic Indicators*.

(e) Figures for 1960, 1961 and 1962 include some estimation.

(f) Including exports of cotton fabrics from India, as follows:

Millions of US dollars:
percentage change on a year earlier in italics

1956	120	*Nil*	1962	96	— 6
1957	135	*+ 13*	1963	104	*+ 8*
1958	98	*— 28*	1964	120	*+ 15*
1959	129	*+ 32*	1965	119	*— 1*
1960	123	*— 5*	1966	92	*— 22*
1961	102	*— 17*			

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Table 5. Exports of manufactures by the main manufacturing countries

Exporter	Percentage changes on a year earlier											*Growth Rates per cent per annum 1956-66*	1966 value US $ million
	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966		
United Kingdom	+10·2	+ 5·2	— 2·2	+ 5·9	+ 6·4	+ 4·6	+ 2·2	+ 7·0	+ 5·6	+ 8·2	+ 6·9	+ 4·9	11,970
EEC	+12·1	+13·3	+ 4·0	+13·0	+18·8	+ 9·0	+ 6·2	+ 9·7	+14·5	+12·9	+11·4	*+11·0*	41,993
German Federal Republic	+20·4	+18·2	+ 4·1	+11·6	+16·8	+10·6	+ 4·7	+10·0	+11·5	+10·5	+13·2	*+10·6*	18,013
Belgium-Luxembourg	+17·1	— 0·2	— 3·2	+ 9·5	+14·3	+ 3·4	+ 9·9	+ 9·8	+18·4	+14·8	+ 7·7	+ 9·0	5,607
France	— 4·5	+13·2	+ 6·0	+15·4	+21·4	+ 2·9	+ 3·6	+ 8·2	+10·8	+13·1	+ 8·7	+ 9·9	7,962
Italy	+19·4	+19·1	+ 6·5	+16·5	+34·4	+16·7	+11·4	+10·3	+20·2	+20·3	+14·3	+17·0	6,412
Netherlands	+ 4·8	+ 9·8	+ 8·6	+16·0	+12·2	+ 9·0	+ 6·4	+10·7	+22·9	+ 9·6	+ 9·5	*+11·5*	3,999
Sweden	+17·2	+14·8	+ 5·3	+ 7·8	+17·9	+11·9	+10·9	+10·2	+13·8	+ 9·8	+11·4	*+11·4*	3,057
Switzerland	+10·4	+ 8·5	— 1·3	+ 8·7	+11·3	+ 8·8	+ 8·4	+ 8·1	+ 9·7	+11·9	+10·6	+ 8·6	2,981
United States (*b*)	+16·8	+11·1	— 9·8	— 1·5	+17·8	+ 0·1	+ 5·1	+ 5·3	+18·7	+ 5·5	+11·4	+ 5·9	18,741
Canada	+ 8·9	+ 4·7	— 5·1	+ 7·1	+ 5·3	+ 0·2	+ 4·5	+ 7·4	+21·3	+10·8	+26·5	+ 7·0	4,809
Japan	+25·1	+16·4	— 1·1	+20·8	+18·8	+ 4·5	+15·6	+13·0	+23·4	+28·2	+16·3	*+15·0*	9,047
Total (*b*)	+13·4	+10·8	— 1·6	+ 8·2	+15·4	+ 5·5	+ 6·1	+ 8·5	+14·8	+11·7	+11·9	+ 8·9	92,598

For notes see page vi. For definitions see page iv.

Table 6. Changes in exports of groups of commodities to various markets, 1965-66

	To European OECD				To North America			
	Percentage change 1965 to 1966		1966 exports US $ million		Percentage change 1965 to 1966		1966 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	+ 6·5	+11·3	517	5,280	+18·9	+17·1	99	1,162
Textiles (Division 65)	— 0·9	+ 6·3	304	3,207	— 4·6	+ 8·5	107	794
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	+ 5·4	+ 7·3	590	6,966	+ 7·2	+ 8·4	232	3,182
Iron and steel (Division 67)	— 3·6	+ 3·1	210	3,868	— 5·5	— 1·7	119	1,576
Machinery and transport equipment (Section 7)	+10·3	+ 9·8	2,064	17,786	+35·5	+40·2	940	8,740
Non-electrical machinery (Division 71)	+15·4	+14·4	1,064	8,563	+32·5	+31·3	389	3,437
Electrical machinery (Division 72)	+ 1·4	+ 6·2	312	3,694	+38·1	+40·0	99	1,532
Transport equipment (Division 73)	+ 7·2	+ 5·6	688	5,530	+38·3	+49·6	452	3,772
Other manufactures (Section 8 and rest of Section 6)	+14·1	+14·8	990	9,268	+19·5	+14·9	569	4,671
Total manufactures	+ 9·1	+10·3	4,465	42,507	+23·1	+24·0	1,946	18,548

	To Industrial Countries				To Primary Producers			
	Percentage change 1965 to 1966		1966 exports US $ million		Percentage change 1965 to 1966		1966 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	+ 8·5	+12·7	642	6,810	+ 2·7	+12·4	671	4,395
Textiles (Division 65)	— 1·5	+ 6·8	428	4,045	— 9·5	+ 5·2	302	2,170
Base metals and miscellaneous metal manufactures (Division 67, 68 and 69, excluding Group 681)	+ 7·3	+ 8·0	840	10,266	— 8·1	— 1·1	614	4,043
Iron and steel (Division 67)	— 4·2	+ 1·5	330	4,955	—12·9	— 8·2	272	2,191
Machinery and transport equipment (Section 7)	+16·9	+17·9	3,069	27,210	+ 3·1	+ 8·3	3,031	15,095
Non-electrical machinery (Division 71)	+18·8	+15·2	1,497	12,104	+ 4·9	+ 9·8	1,417	6,985
Electrical machinery (Division 72)	+ 8·1	+14·5	418	5,344	+ 2·2	+ 8·5	551	2,893
Transport equipment (Division 73)	+18·0	+19·8	1,153	9,461	+ 1·3	+ 6·2	1,064	5,217
Other manufactures (Section 8 and rest of Section 6)	+16·0	+15·0	1,593	14,193	— 2·5	+ 9·1	780	4,370
Total manufactures	+13·2	+14·2	6,571	62,525	+ 0·1	+ 7·4	5,399	30,073

	To Non-OECD Sterling Area				To World			
	Percentage change 1965 to 1966		1966 exports US $ million		Percentage change 1965 to 1966		1966 exports US $ million	
	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries	From United Kingdom	From main manufacturing countries
Chemicals (Section 5)	+ 0·1	+12·4	409	1,373	+ 6·1	+12·7	1,313	11,204
Textiles (Section 65)	— 8·2	+ 2·4	217	952	— 4·9	+ 6·3	730	6,216
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group (681)	—14·2	—22·1	368	1,199	+ 0·1	+ 5·3	1,454	14,308
Iron and steel (Division 67)	—19·5	—32·4	156	585	— 8·4	— 1·7	601	7,147
Machinery and transport equipment (Section 7)	+ 1·9	+ 1·8	2,021	5,555	+ 9·6	+14·3	6,100	42,306
Non-electrical machinery (Division 71)	— 2·9	— 2·5	818	2,401	+11·6	+14·9	2,914	19,388
Electrical machinery (Division 72)	+ 4·0	+ 6·4	421	1,186	+ 4·8	+12·3	969	8,237
Transport equipment (Division 73)	+ 6·2	+ 4·8	782	1,968	+ 9·3	+14·6	2,217	14,677
Other manufactures (Section 8 and rest of Section 6)	— 5·9	+ 4·0	518	1,730	+ 9·3	+13·6	2,373	18,563
Total manufactures	— 2·1	Nil	3,532	10,809	+ 6·9	+11·9	11,970	92,598

For notes see page vi. For definitions see page iv.

Table 7. Exports of manufactures by market

Millions of US dollars: percentage change on a year earlier in italics

Market \ Exporter		United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands (e)	
World	1956	7,384	*+10*	14,588	*+12*	6,318	*+20*	2,537	*+17*	3,013	*— 5*	1,360	*+19*	1,360	*+ 5*
	1957	7,769	*+ 5*	16,522	*+13*	7,467	*+18*	2,532	*Nil*	3,410	*+13*	1,620	*+19*	1,493	*+10*
	1958	7,600	*— 2*	17,184	*+ 4*	7,771	*+ 4*	2,450	*— 3*	3,615	*+ 6*	1,726	*+ 7*	1,622	*+ 9*
	1959	8,050	*+ 6*	19,422	*+13*	8,675	*+12*	2,683	*+10*	4,173	*+15*	2,010	*+17*	1,881	*+16*
	1960	8,566	*+ 6*	23,074	*+19*	10,129	*+17*	3,068	*+14*	5,064	*+21*	2,702	*+34*	2,111	*+12*
	1961	8,956	*+ 5*	25,044	*+ 9*	11,207	*+11*	3,173	*+ 3*	5,211	*+ 3*	3,153	*+17*	2,300	*+ 9*
	1962	9,157	*+ 2*	26,588	*+ 6*	11,738	*+ 5*	3,488	*+10*	5,400	*+ 4*	3,514	*+11*	2,448	*+ 6*
	1963	9,797	*+ 7*	29,168	*+10*	12,910	*+10*	3,830	*+10*	5,841	*+ 8*	3,877	*+10*	2,710	*+11*
	1964	10,345	*+ 6*	33,395	*+14*	14,394	*+12*	4,535	*+18*	6,474	*+11*	4,661	*+20*	3,331	*+23*
	1965	11,193	*+ 8*	37,696	*+13*	15,906	*+11*	5,204	*+15*	7,325	*+13*	5,608	*+20*	3,652	*+10*
	1966	11,970	*+ 7*	41,993	*+11*	18,013	*+13*	5,607	*+ 8*	7,962	*+ 9*	6,412	*+14*	3,999	*+10*
Industrial countries	1956	3,054	*+18*	9,231	*+16*	4,302	*+21*	1,878	*+18*	1,388	*+ 1*	762	*+23*	901	*+ 7*
	1957	3,209	*+ 5*	10,229	*+11*	4,968	*+15*	1,835	*— 2*	1,491	*+ 7*	921	*+21*	1,013	*+12*
	1958	3,179	*— 1*	10,438	*+ 2*	5,060	*+ 2*	1,763	*— 4*	1,531	*+ 3*	933	*+ 1*	1,151	*+14*
	1959	3,711	*+17*	12,647	*+21*	5,875	*+16*	2,108	*+20*	2,075	*+36*	1,233	*+32*	1,357	*+18*
	1960	3,807	*+ 3*	15,154	*+20*	6,916	*+18*	2,421	*+15*	2,549	*+23*	1,667	*+35*	1,601	*+18*
	1961	4,248	*+12*	17,194	*+13*	7,919	*+15*	2,621	*+ 8*	2,925	*+15*	2,000	*+20*	1,729	*+ 8*
	1962	4,605	*+ 8*	19,176	*+12*	8,656	*+ 9*	2,952	*+13*	3,338	*+14*	2,325	*+16*	1,905	*+10*
	1963	4,962	*+ 8*	21,613	*+13*	9,837	*+14*	3,331	*+13*	3,662	*+10*	2,604	*+12*	2,179	*+14*
	1964	5,346	*+ 8*	24,980	*+16*	10,966	*+11*	3,953	*+19*	4,111	*+12*	3,210	*+23*	2,741	*+26*
	1965	5,797	*+ 8*	28,280	*+13*	12,021	*+10*	4,538	*+15*	4,831	*+18*	3,932	*+23*	2,958	*+ 8*
	1966	6,571	*+13*	31,721	*+12*	13,747	*+14*	4,905	*+ 8*	5,293	*+10*	4,554	*+16*	3,223	*+ 9*
OECD countries in Europe	1956	1,974	*+ 9*	7,763	*+13*	3,702	*+19*	1,527	*+15*	1,179	*— 2*	586	*+17*	769	*+ 5*
	1957	2,077	*+ 5*	8,617	*+11*	4,214	*+14*	1,526	*Nil*	1,260	*+ 7*	718	*+23*	899	*+17*
	1958	1,996	*— 4*	8,709	*+ 1*	4,279	*+ 2*	1,445	*— 5*	1,235	*— 2*	719	*Nil*	1,031	*+15*
	1959	2,220	*+11*	10,158	*+17*	4,795	*+12*	1,629	*+13*	1 605	*+30*	921	*+28*	1,208	*+17*
	1960	2,424	*+ 9*	12,767	*+26*	5,826	*+21*	2,026	*+24*	2,151	*+34*	1,300	*+41*	1,464	*+21*
	1961	2,928	*+21*	14,747	*+16*	6,793	*+17*	2,224	*+10*	2,510	*+17*	1,629	*+25*	1,591	*+ 9*
	1962	3,273	*+12*	16,506	*+12*	7,425	*+ 9*	2,514	*+13*	2,913	*+16*	1,897	*+16*	1,757	*+10*
	1963	3,618	*+11*	18,800	*+14*	8,526	*+15*	2,892	*+15*	3,249	*+12*	2,120	*+12*	2,013	*+15*
	1964	3,876	*+ 7*	21,784	*+16*	9,474	*+11*	3,460	*+20*	3,625	*+12*	2,688	*+27*	2,538	*+26*
	1965	4,091	*+ 6*	24,490	*+12*	10,294	*+ 9*	3,944	*+14*	4,205	*+16*	3,301	*+23*	2,746	*+ 8*
	1966	4,465	*+ 9*	27,233	*+11*	11,608	*+13*	4,273	*+ 8*	4,594	*+ 9*	3,796	*+15*	2,962	*+ 8*
European Free Trade Association (including United Kingdom)	1956	636	*+ 5*	3,080	*+11*	1,757	*+16*	403	*+11*	442	*+ 1*	221	*+11*	257	*— 6*
	1957	670	*+ 5*	3,467	*+13*	2,032	*+16*	391	*— 3*	464	*+ 5*	278	*+26*	302	*+18*
	1958	664	*— 1*	3,557	*+ 3*	2,156	*+ 6*	353	*—10*	422	*— 9*	276	*— 1*	350	*+16*
	1959	738	*+11*	4,066	*+14*	2,368	*+10*	404	*+14*	532	*+26*	349	*+26*	413	*+18*
	1960	790	*+ 7*	5,001	*+23*	2,874	*+21*	475	*+18*	710	*+33*	470	*+35*	472	*+14*
	1961	940	*+19*	5,507	*+10*	3,189	*+11*	503	*+ 6*	729	*+ 3*	574	*+22*	512	*+ 8*
	1962	1,020	*+ 9*	5,713	*+ 4*	3,277	*+ 3*	476	*— 5*	831	*+14*	604	*+ 5*	525	*+ 3*
	1963	1,078	*+ 6*	6,015	*+ 5*	3,498	*+ 7*	495	*+ 4*	876	*+ 5*	607	*+ 1*	539	*+ 3*
	1964	1,218	*+13*	6,799	*+13*	3,924	*+12*	550	*+11*	978	*+12*	735	*+21*	613	*+14*
	1965	1,325	*+ 9*	7,423	*+ 9*	4,300	*+10*	616	*+12*	1,066	*+ 9*	805	*+10*	637	*+ 4*
	1966	1,477	*+11*	7,826	*+ 5*	4,544	*+ 6*	627	*+ 2*	1,086	*+ 2*	902	*+12*	666	*+ 5*
United Kingdom	1956	—	—	711	*+10*	271	*+24*	145	*+30*	141	*— 4*	65	*+ 5*	89	*—17*
	1957	—	—	744	*+ 5*	308	*+13*	126	*—13*	133	*— 6*	78	*+20*	99	*+11*
	1958	—	—	744	*Nil*	314	*+ 2*	119	*— 6*	112	*—16*	88	*+14*	111	*+12*
	1959	—	—	919	*+24*	361	*+15*	151	*+27*	140	*+25*	128	*+45*	139	*+25*
	1960	—	—	1,194	*+30*	473	*+31*	165	*+ 9*	215	*+53*	164	*+28*	177	*+27*
	1961	—	—	1,204	*+ 1*	477	*+ 1*	157	*— 5*	192	*—11*	195	*+19*	183	*+ 4*
	1962	—	—	1,179	*— 2*	441	*— 8*	156	*Nil*	199	*+ 4*	175	*—10*	208	*+14*
	1963	—	—	1,285	*+ 9*	498	*+13*	190	*+22*	226	*+14*	170	*— 3*	201	*— 4*
	1964	—	—	1,515	*+18*	609	*+22*	202	*+ 6*	256	*+13*	217	*+28*	231	*+15*
	1965	—	—	1,569	*+ 4*	641	*+ 5*	211	*+ 5*	278	*+ 9*	222	*+ 2*	217	*— 6*
	1966	—	—	1,738	*+10*	719	*+12*	226	*+ 7*	293	*+ 5*	260	*+17*	240	*+10*
European Economic Community	1956	991	*+14*	4,114	*+17*	1,642	*+26*	1,066	*+16*	632	*+ 1*	292	*+26*	482	*+12*
	1957	1,086	*+10*	4,585	*+11*	1,901	*+16*	1,079	*+ 1*	695	*+10*	348	*+19*	562	*+17*
	1958	994	*— 8*	4,550	*— 1*	1,820	*— 4*	1,035	*— 4*	702	*+ 1*	357	*+ 3*	636	*+13*
	1959	1,132	*+14*	5,454	*+20*	2,087	*+15*	1,161	*+12*	975	*+39*	484	*+36*	747	*+18*
	1960	1,251	*+11*	7,055	*+29*	2,603	*+25*	1,476	*+27*	1,312	*+35*	723	*+49*	941	*+26*
	1961	1,524	*+22*	8,403	*+19*	3,209	*+24*	1,644	*+11*	1,610	*+23*	922	*+28*	1,018	*+ 8*
	1962	1,719	*+13*	9,779	*+16*	3,666	*+14*	1,945	*+18*	1,856	*+15*	1,145	*+24*	1,167	*+15*
	1963	1,942	*+13*	11,648	*+19*	4,505	*+23*	2,307	*+19*	2,105	*+13*	1,334	*+17*	1,396	*+20*
	1964	2,017	*+ 4*	13,627	*+17*	4,942	*+10*	2,813	*+22*	2,325	*+10*	1,721	*+29*	1,827	*+31*
	1965	2,044	*+ 1*	15,335	*+13*	5,259	*+ 6*	3,192	*+13*	2,751	*+18*	2,160	*+26*	1,973	*+ 8*
	1966	2,207	*+ 8*	17,434	*+14*	6,193	*+18*	3,510	*+10*	3,059	*+11*	2,516	*+16*	2,156	*+ 9*
United States	1956	600	*+41*	1,185	*+30*	457	*+34*	286	*+29*	171	*+18*	155	*+48*	116	*+24*
	1957	596	*— 1*	1,264	*+ 7*	558	*+22*	247	*—14*	187	*+ 9*	177	*+14*	95	*—18*
	1958	685	*+15*	1,409	*+11*	600	*+ 7*	271	*+ 9*	248	*+33*	189	*+ 7*	101	*+ 6*
	1959	921	*+34*	2,085	*+48*	862	*+44*	423	*+56*	402	*+62*	278	*+48*	120	*+19*
	1960	791	*—14*	1,942	*— 7*	849	*— 1*	335	*—21*	331	*—18*	322	*+15*	105	*—13*
	1961	680	*—14*	1,908	*— 2*	818	*— 4*	334	*Nil*	342	*+ 3*	316	*— 2*	98	*— 7*
	1962	782	*+15*	2,117	*+11*	910	*+11*	378	*+13*	351	*+ 3*	371	*+17*	107	*+ 9*
	1963	823	*+ 5*	2,218	*+ 5*	989	*+ 9*	370	*— 2*	332	*— 6*	406	*+ 9*	121	*+13*
	1964	879	*+ 7*	2,501	*+13*	1,133	*+15*	416	*+12*	383	*+15*	429	*+ 6*	141	*+16*
	1965	1,108	*+26*	3,053	*+22*	1,360	*+20*	500	*+20*	504	*+32*	535	*+25*	153	*+ 9*
	1966	1,432	*+29*	3,661	*+20*	1,709	*+26*	539	*+ 8*	562	*+11*	649	*+21*	201	*+31*

For notes see page vi. For definitions see page iv.

Table 7. Exports of manufactures by market, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Sweden		Switzerland		United States (b)		Canada		Japan		Total (b)		Exporter / Market
1,045	*+17*	1,324	*+10*	9,718	*+17*	2,244	*+ 9*	2,181	*+25*	38,484	*+13*	1956 World
1,200	*+15*	1,437	*+ 9*	10,831	*+11*	2,350	*+ 5*	2,538	*+16*	42,647	*+11*	1957
1,263	*+ 5*	1,419	*— 1*	9,772	*—11*	2,231	*— 5*	2,509	*— 1*	41,978	*— 2*	1958
1,361	*+ 8*	1,543	*+ 9*	9,630	*— 1*	2,390	*+ 7*	3,032	*+21*	45,428	*+ 8*	1959
1,604	*+18*	1,722	*+12*	11,338	*+18*	2,517	*+ 5*	3,601	*+19*	52,422	*+15*	1960
1,795	*+12*	1,873	*+ 9*	11,348	Nil	2,521	Nil	3,764	*+ 5*	55,301	*+ 5*	1961
1,991	*+11*	2,031	*+ 8*	11,926	*+ 5*	2,634	*+ 4*	4,350	*+16*	58,677	*+ 6*	1962
2,195	*+10*	2,196	*+ 8*	12,556	*+ 5*	2,829	*+ 7*	4,917	*+13*	63,658	*+ 8*	1963
2,499	*+14*	2,410	*+10*	14,906	*+19*	3,432	*+21*	6,069	*+23*	73,056	*+15*	1964
2,745	*+10*	2,696	*+12*	16,830	*+ 5*	3 802	*+11*	7,779	*+28*	82,740	*+12*	1965
3,057	*+11*	2,981	*+11*	18,741	*+11*	4,809	*+26*	9,047	*+16*	92,598	*+12*	1966
697	*+13*	934	*+19*	4,949	*+20*	1,943	*+ 9*	638	*+26*	21,446	*+16*	1956 Industrial countries
798	*+14*	1,000	*+ 7*	5,321	*+ 8*	1,978	*+ 2*	764	*+20*	23,299	*+ 9*	1957
824	*+ 3*	995	*— 1*	4,669	*—12*	1,918	*— 3*	825	*+ 8*	22,848	*— 2*	1958
922	*+12*	1,099	*+10*	5,008	*+ 7*	2,083	*+ 9*	1,213	*+47*	26,683	*+17*	1959
1,086	*+18*	1,222	*+11*	6,298	*+26*	2,130	*+ 2*	1,369	*+13*	31,066	*+16*	1960
1,268	*+17*	1,348	*+10*	6,293	Nil	2,135	Nil	1,416	*+ 3*	33,902	*+ 9*	1961
1,396	*+10*	1,500	*+11*	6,604	*+ 5*	2,266	*+ 6*	1,810	*+28*	37,357	*+10*	1962
1,596	*+14*	1,637	*+ 9*	7,122	*+ 8*	2,399	*+ 6*	2,009	*+11*	41,338	*+11*	1963
1,837	*+15*	1,787	*+ 9*	8,472	*+19*	2,895	*+21*	2,530	*+26*	47,846	*+16*	1964
2,063	*+12*	2,002	*+12*	9,968	..	3,264	*+13*	3,368	*+33*	54,742	..	1965
2,288	*+11*	2,186	*+ 9*	11,449	*+15*	4,235	*+30*	4,075	*+21*	62,525	*+14*	1966
618	*+10*	728	*+14*	1,744	*+ 7*	425	*+ 5*	147	*+28*	13,399	*+11*	1956 OECD countries in Europe
709	*+15*	788	*+ 8*	1,979	*+13*	489	*+15*	211	*+44*	14,870	*+11*	1957
720	*+ 2*	803	*+ 2*	1,787	*—10*	550	*+13*	181	*—14*	14,746	*— 1*	1958
772	*+ 7*	872	*+ 8*	1,948	*+ 9*	469	*—15*	203	*+12*	16,642	*+13*	1959
933	*+21*	992	*+14*	3,146	*+61*	612	*+30*	303	*+49*	21,177	*+27*	1960
1,129	*+21*	1,102	*+11*	3,066	*— 3*	555	*— 9*	391	*+29*	23,918	*+13*	1961
1,235	*+ 9*	1,227	*+11*	3,256	*+ 6*	548	*— 1*	463	*+18*	26,508	*+11*	1962
1,409	*+14*	1,337	*+ 9*	3,592	*+10*	579	*+ 6*	531	*+15*	29,866	*+13*	1963
1,608	*+14*	1,459	*+ 9*	4,294	*+20*	720	*+24*	671	*+26*	34,413	*+15*	1964
1,797	*+12*	1,631	*+12*	4,981	..	702	*— 3*	840	*+25*	38,532	..	1965
1,947	*+ 8*	1,735	*+ 6*	5,377	*+ 8*	721	*+ 3*	1,029	*+23*	42,507	*+10*	1966
353	*+ 5*	193	*+ 7*	626	*— 3*	344	*+ 8*	54	*— 1*	5,286	*+ 7*	1956 European Free Trade Association
422	*+19*	218	*+13*	691	*+19*	344	Nil	104	*+92*	5,916	*+12*	1957 (including United Kingdom)
438	*+ 4*	221	*+ 1*	617	*—11*	322	*— 6*	79	*—24*	5,898	Nil	1958
463	*+ 6*	242	*+10*	709	*+15*	341	*+ 6*	96	*+22*	6,655	*+13*	1959
535	*+16*	278	*+15*	1,242	*+75*	428	*+25*	136	*+41*	8,410	*+26*	1960
637	*+19*	308	*+11*	1,057	*—15*	398	*— 7*	175	*+29*	9,022	*+ 7*	1961
673	*+ 6*	347	*+13*	1,082	*+ 2*	391	*— 2*	194	*+11*	9,420	*+ 4*	1962
804	*+19*	375	*+ 8*	1,168	*+ 8*	402	*+ 3*	196	*+ 1*	10,038	*+ 7*	1963
936	*+16*	451	*+20*	1,519	*+30*	515	*+28*	310	*+58*	11,747	*+17*	1964
1,056	*+13*	515	*+14*	1,750	..	489	*— 5*	362	*+17*	12,921	..	1965
1,120	*+ 6*	560	*+ 9*	1,827	*+ 4*	510	*+ 4*	450	*+24*	13,770	*+ 7*	1966
98	*+ 2*	70	*+ 9*	278	*—17*	320	*+10*	19	*—41*	1,496	*+ 2*	1956 United Kingdom
111	*+13*	76	*+ 9*	334	*+20*	316	*— 1*	31	*+60*	1,612	*+ 8*	1957
110	Nil	78	*+ 3*	313	*— 6*	296	*— 6*	20	*—33*	1,561	*— 3*	1958
118	*+ 7*	89	*+14*	339	*+ 8*	304	*+ 3*	32	*+55*	1,801	*+15*	1959
144	*+22*	102	*+15*	711	*+110*	388	*+27*	44	*+39*	2,583	*+43*	1960
171	*+19*	111	*+ 9*	549	*—23*	360	*— 7*	62	*+41*	2,457	*— 5*	1961
166	*— 3*	121	*+ 9*	539	*— 2*	355	*— 1*	83	*+34*	2,443	*— 1*	1962
201	*+21*	137	*+13*	617	*+14*	361	*+ 2*	90	*+ 8*	2,692	*+10*	1963
239	*+19*	170	*+24*	886	*+43*	467	*+29*	127	*+40*	3,403	*+26*	1964
258	*+ 8*	194	*+14*	1,014	..	437	*— 6*	123	*— 3*	3,595	..	1965
285	*+11*	198	*+ 2*	1,052	*+ 4*	455	*+ 4*	164	*+33*	3,891	*+ 8*	1966
242	*+27*	490	*+20*	949	*+13*	75	*— 5*	60	*+27*	6,921	*+16*	1956 European Economic Community
260	*+ 8*	520	*+ 5*	1,060	*+11*	135	*+78*	87	*+45*	7,733	*+12*	1957
260	Nil	523	*+ 1*	991	*— 7*	215	*+59*	76	*—12*	7,609	*— 2*	1958
279	*+ 7*	582	*+11*	1,072	*+ 8*	116	*—46*	69	*— 9*	8,704	*+14*	1959
368	*+32*	664	*+14*	1,708	*+59*	168	*+45*	107	*+55*	11,321	*+30*	1960
454	*+23*	737	*+11*	1,796	*+ 5*	143	*—15*	138	*+29*	13,195	*+17*	1961
514	*+13*	810	*+10*	1,901	*+ 6*	138	*— 3*	198	*+43*	15,059	*+14*	1962
541	*+ 5*	874	*+ 8*	2,081	*+ 9*	158	*+15*	243	*+23*	17,486	*+16*	1963
605	*+12*	906	*+ 4*	2,398	*+15*	172	*+ 9*	282	*+16*	20,008	*+14*	1964
665	*+10*	995	*+10*	2,750	..	170	*— 1*	384	*+36*	22,343	..	1965
727	*+ 9*	1,048	*+ 5*	2,998	*+ 9*	172	*+ 1*	470	*+22*	25,056	*+12*	1966
55	*+26*	167	*+19*	—	—	1,504	*+ 9*	435	*+25*	3,946	*+21*	1956 United States
67	*+22*	167	Nil	—	—	1,463	*— 3*	497	*+14*	4,054	*+ 3*	1957
85	*+27*	142	*—15*	—	—	1,359	*— 7*	575	*+16*	4,255	*+ 5*	1958
126	*+48*	174	*+23*	—	—	1,600	*+18*	904	*+57*	5,810	*+37*	1959
125	*— 1*	175	Nil	—	—	1,498	*— 6*	957	*+ 6*	5,487	*— 6*	1960
101	*—19*	173	*— 1*	—	—	1,547	*— 3*	918	*— 4*	5,327	*— 3*	1961
125	*+23*	195	*+13*	—	—	1,699	*+10*	1,232	*+34*	6,160	*+16*	1962
145	*+16*	208	*+ 7*	—	—	1,792	*+ 5*	1,364	*+11*	6,550	*+ 6*	1963
164	*+13*	227	*+ 9*	—	—	2,129	*+19*	1,704	*+25*	7,605	*+16*	1964
199	*+21*	274	*+21*	—	—	2,529	*+19*	2,327	*+37*	9,489	*+25*	1965
251	*+26*	338	*+23*	—	—	3,471	*+37*	2,805	*+21*	11,958	*+26*	1966

For notes see page vi. For definitions see page iv.

Table 7. Exports of manufactures by market, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Market \ Exporter		United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands	
														(e)	
Canada	1956	440	*+35*	184	*+51*	84	*+56*	48	*+71*	23	*+21*	16	*+60*	13	*+26*
	1957	481	*+9*	191	*+4*	92	*+10*	40	*−17*	25	*+9*	21	*+31*	13	*+2*
	1958	460	*−4*	206	*+8*	102	*+11*	33	*−18*	34	*+36*	22	*+5*	15	*+13*
	1959	517	*+12*	264	*+28*	130	*+27*	42	*+27*	49	*+44*	24	*+9*	19	*+22*
	1960	530	*+3*	262	*−1*	125	*−4*	40	*−5*	44	*−10*	32	*+33*	21	*+14*
	1961	550	*+4*	275	*+5*	129	*+3*	42	*+5*	45	*+2*	36	*+13*	23	*+10*
	1962	454	*−17*	277	*+1*	134	*+4*	41	*−2*	43	*−4*	36	Nil	23	Nil
	1963	413	*−9*	275	*−1*	130	*−3*	41	Nil	44	*+3*	39	*+8*	21	*−10*
	1964	447	*+8*	330	*+20*	148	*+14*	52	*+27*	55	*+26*	49	*+24*	27	*+30*
	1965	473	*+6*	438	*+32*	188	*+28*	64	*+23*	79	*+44*	62	*+28*	44	*+62*
	1966	514	*+9*	473	*+8*	234	*+19*	56	*−12*	87	*+10*	70	*+13*	36	*−18*
Japan	1956	41	*+41*	99	*+53*	59	*+50*	17	*+114*	15	*+31*	5	*+185*	3	*−29*
	1957	54	*+32*	157	*+58*	104	*+77*	22	*+31*	19	*+28*	5	*+8*	6	*+62*
	1958	38	*−30*	114	*−27*	79	*−25*	14	*−36*	14	*−26*	3	*−45*	4	*−20*
	1959	53	*+39*	140	*+23*	88	*+12*	14	*−2*	19	*+37*	10	*+217*	10	*+123*
	1960	62	*+17*	183	*+30*	116	*+32*	20	*+36*	23	*+19*	13	*+42*	11	*+17*
	1961	90	*+45*	264	*+44*	179	*+55*	21	*+5*	28	*+24*	19	*+39*	17	*+46*
	1962	96	*+7*	276	*+5*	187	*+4*	19	*−9*	31	*+10*	21	*+15*	18	*+5*
	1963	109	*+14*	320	*+16*	192	*+2*	28	*+50*	37	*+21*	39	*+80*	24	*+33*
	1964	145	*+33*	364	*+14*	212	*+11*	26	*−9*	48	*+27*	44	*+13*	35	*+47*
	1965	125	*−14*	300	*−18*	179	*−16*	30	*+16*	42	*−11*	34	*−23*	15	*−57*
	1966	160	*+28*	355	*+19*	206	*+15*	38	*+27*	50	*+17*	38	*+12*	24	*+64*
Primary producing countries	1956	4,330	*+6*	5,357	*+6*	2,016	*+19*	659	*+14*	1,625	*−9*	598	*+15*	459	*+1*
	1957	4,561	*+5*	6,293	*+17*	2,499	*+24*	697	*+6*	1,919	*+18*	699	*+17*	480	*+5*
	1958	4,421	*−3*	6,746	*+7*	2,711	*+8*	687	*−1*	2,084	*+9*	793	*+14*	471	*−2*
	1959	4,339	*−2*	6,775	Nil	2,800	*+3*	575	*−16*	2,098	*+1*	777	*−2*	524	*+11*
	1960	4,759	*+10*	7,920	*+17*	3,213	*+15*	647	*+13*	2,515	*+20*	1,035	*+33*	510	*−3*
	1961	4,709	*−1*	7,850	*−1*	3,288	*+2*	552	*−15*	2,286	*−9*	1,153	*+11*	571	*+12*
	1962	4,552	*−3*	7,412	*−6*	3,082	*−6*	536	*−3*	2,062	*−10*	1,189	*+3*	543	*−5*
	1963	4,834	*+6*	7,555	*+2*	3,073	Nil	499	*−7*	2,179	*+6*	1,273	*+7*	531	*−2*
	1964	4,999	*+3*	8,415	*+11*	3,428	*+12*	582	*+17*	2,363	*+8*	1,452	*+14*	590	*+11*
	1965	5,395	*+8*	9,416	*+12*	3,885	*+13*	666	*+15*	2,494	*+6*	1,676	*+15*	695	*+18*
	1966	5,399	Nil	10,272	*+9*	4,266	*+10*	702	*+5*	2,669	*+7*	1,859	*+11*	776	*+12*
Latin America	1956	349	*+21*	1,107	*−2*	564	*+14*	113	*−1*	168	*−30*	183	*+6*	79	*−27*
	1957	428	*+23*	1,366	*+23*	690	*+22*	171	*+51*	197	*+17*	218	*+19*	90	*+14*
	1958	387	*−10*	1,412	*+3*	694	*+1*	164	*−4*	196	Nil	256	*+17*	102	*+13*
	1959	402	*+4*	1,412	Nil	704	*+1*	136	*−17*	218	*+11*	239	*−7*	115	*+13*
	1960	447	*+11*	1,478	*+5*	736	*+5*	130	*−4*	249	*+14*	257	*+7*	106	*−8*
	1961	425	*−5*	1,621	*+10*	838	*+14*	120	*−8*	258	*+3*	294	*+14*	111	*+5*
	1962	413	*−3*	1,533	*−5*	758	*−10*	112	*−7*	267	*+4*	298	*+1*	98	*−12*
	1963	367	*−11*	1,388	*−9*	670	*−12*	88	*−21*	246	*−8*	295	*−1*	88	*−10*
	1964	381	*+4*	1,491	*+7*	711	*+6*	117	*+33*	248	*+1*	307	*+4*	108	*+23*
	1965	408	*+7*	1,525	*+2*	764	*+7*	117	Nil	235	*−5*	305	*−1*	104	*−4*
	1966	401	*−2*	1,695	*+11*	884	*+16*	115	*−2*	269	*+14*	302	*−1*	125	*+20*
Non-OECD Sterling Area	1956	3,193	*+2*	1,203	*+18*	565	*+19*	186	*+16*	153	*+12*	164	*+37*	135	*+2*
	1957	3,335	*+4*	1,387	*+15*	727	*+29*	171	*−8*	169	*+10*	179	*+9*	141	*+4*
	1958	3,242	*−3*	1,417	*+2*	779	*+7*	154	*−10*	160	*−5*	173	*−4*	151	*+7*
	1959	3,117	*−4*	1,401	*−1*	774	*−1*	127	*−18*	162	*+1*	163	*−7*	175	*+16*
	1960	3,288	*+5*	1,664	*+19*	858	*+11*	171	*+35*	214	*+32*	255	*+56*	166	*−5*
	1961	3,174	*−3*	1,584	*−5*	809	*−6*	155	*−9*	176	*−18*	251	*−1*	193	*+16*
	1962	3,014	*−5*	1,620	*+2*	803	*−1*	140	*−10*	195	*+11*	288	*+15*	199	*+3*
	1963	3,253	*+8*	1,802	*+11*	917	*+14*	155	*+11*	237	*+22*	297	*+3*	196	*−1*
	1964	3,420	*+5*	2,084	*+16*	1,038	*+13*	169	*+10*	284	*+20*	378	*+28*	215	*+10*
	1965	3,685	*+8*	2,465	*+18*	1,206	*+16*	199	*+17*	339	*+19*	471	*+25*	250	*+16*
	1966	3,532	*−2*	2,537	*+4*	1,172	*−2*	205	*+7*	402	*+20*	497	*+7*	261	*+7*
Sino-Soviet Bloc	1956	118	*+46*	466	*+52*	222	*+76*	80	*+69*	93	*+33*	47	*+34*	24	*−17*
	1957	132	*+12*	560	*+20*	267	*+20*	71	*−12*	110	*+18*	70	*+48*	43	*+82*
	1958	161	*+22*	829	*+48*	423	*+59*	100	*+42*	172	*+56*	96	*+37*	38	*−11*
	1959	201	*+25*	858	*+3*	421	*−1*	78	*−22*	183	*+6*	127	*+33*	49	*+28*
	1960	262	*+30*	1,118	*+30*	514	*+22*	120	*+53*	258	*+42*	176	*+38*	50	*+1*
	1961	288	*+10*	1,020	*−9*	473	*−8*	78	*−35*	223	*−14*	194	*+10*	53	*+6*
	1962	302	*+5*	1,057	*+4*	495	*+5*	73	*−7*	219	*−2*	213	*+10*	56	*+6*
	1963	337	*+12*	927	*−12*	418	*−16*	59	*−19*	164	*−25*	224	*+5*	64	*+13*
	1964	280	*−17*	1,048	*+13*	520	*+24*	55	*−8*	184	*+13*	230	*+3*	58	*−9*
	1965	335	*+20*	1,357	*+29*	614	*+18*	83	*+52*	242	*+31*	319	*+39*	99	*+70*
	1966	444	*+33*	1,705	*+26*	775	*+26*	113	*+36*	344	*+42*	369	*+16*	104	*+5*
Other countries	1956	671	*+12*	2,581	Nil	664	*+10*	280	*+11*	1,211	*−9*	204	*+6*	221	*+18*
	1957	666	*−1*	2,981	*+15*	815	*+23*	285	*+2*	1,443	*+19*	232	*+14*	206	*−7*
	1958	631	*−5*	3,088	*+4*	815	Nil	269	*−6*	1,557	*+8*	268	*+16*	180	*−13*
	1959	618	*−2*	3,103	Nil	901	*+10*	234	*−13*	1,536	*−1*	248	*−8*	185	*+3*
	1960	762	*+23*	3,660	*+18*	1,105	*+23*	226	*−3*	1,794	*+17*	347	*+40*	188	*+1*
	1961	821	*+8*	3,625	*−1*	1,163	*+6*	199	*−12*	1,629	*−9*	414	*+19*	214	*+14*
	1962	823	Nil	3,202	*−12*	1,026	*−12*	211	*+6*	1,381	*−15*	395	*−5*	190	*−11*
	1963	878	*+7*	3,463	*+8*	1,069	*+4*	197	*−7*	1,533	*+11*	482	*+22*	183	*−5*
	1964	918	*+5*	3,791	*+9*	1,160	*+9*	241	*+22*	1,645	*+7*	537	*+11*	209	*+14*
	1965	967	*+5*	4,070	*+7*	1,302	*+12*	268	*+11*	1,678	*+2*	581	*+8*	242	*+16*
	1966	1,022	*−2*	4,336	*+6*	1,436	*+9*	269	*−2*	1,655	*−2*	691	*+18*	286	*+15*

For notes see page vi. For definitions see page iv.

Table 7. Exports of manufactures by market, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Sweden		Switzerland		United States (a)		Canada		Japan		Total (b)		Exporter / Market
16	*+40*	25	*+ 7*	2,939	*+26*	—	—	6	*+38*	3,660	*+28*	1956 Canada
13	*—18*	28	*+16*	2,874	*— 2*	—	—	56	*+ 1*	3,643	Nil	1957
13	*+ 2*	32	*+13*	2,533	*—12*	—	—	69	*+23*	3,313	*— 9*	1958
17	*+30*	33	*+ 4*	2,731	*+ 8*	—	—	106	*+55*	3,668	*+11*	1959
20	*+17*	31	*— 7*	2,728	Nil	—	—	110	*+ 3*	3,681	Nil	1960
22	*+ 7*	31	*— 2*	2,634	*— 4*	—	—	107	*— 3*	3,619	*— 2*	1961
22	*+ 2*	32	*+ 4*	2,785	*+ 6*	—	—	115	*+ 8*	3,685	*+ 2*	1962
22	*+ 2*	31	*— 2*	2,958	*+ 6*	—	—	114	*— 1*	3,819	*+ 4*	1963
28	*+28*	35	*+12*	3,524	*+19*	—	—	155	*+35*	4,[illegible]	*+15*	1964
33	*+18*											
		42	*+20*	4,270	..	—	—	201	*+30*	5,469	..	1965
45	*+37*	48	*+14*	5,248	*+23*	—	—	241	*+20*	6,591	*+21*	1966
67	*+48*											
		14	*+29*	266	*+74*	14	*+170*	—	—	445	*+66*	1956 Japan
8	*+153*	17	*+27*	468	*+76*	26	*+79*	—	—	731	*+65*	1957
9	*+18*	13	*+ 5*	349	*—25*	9	*—67*	—	—	534	*—27*	1958
6	*—35*	20	*+11*	329	*— 6*	14	*+56*	—	—	563	*+ 5*	1959
7	*+21*											
		24	*+22*	424	*+29*	20	*+49*	—	—	721	*+28*	1960
8	*+23*	42	*+71*	593	*+40*	33	*+62*	—	—	1,038	*+44*	1961
16	*+88*	46	*+11*	563	*— 5*	19	*—41*	—	—	1,014	*— 2*	1962
14	*—16*	60	*+29*	572	*+ 2*	28	*+44*	—	—	1,103	*+ 9*	1963
14	*+ 3*	66	*+10*	654	*+14*	46	*+65*	—	—	1,306	*+18*	1964
32	*+129*											
		54	*—17*	711	..	33	*—27*	—	—	1,251	..	1965
22	*—31*	65	*+19*	824	*+15*	43	*+29*	—	—	1,470	*+17*	1966
23	*+ 3*											
		390	*+ 1*	4,769	*+13*	30	*+10*	1,543	*+25*	17,038	*+10*	1956 Primary producing countries
348	*+27*	437	*+12*	5,510	*+16*	372	*+24*	1,774	*+15*	19,349	*+14*	1957
402	*+16*	424	*— 3*	5,103	*— 7*	312	*—16*	1,684	*— 5*	17,130	*— 1*	1958
439	*+ 9*	444	*+ 5*	4,622	*— 9*	307	*— 2*	1,819	*+ 8*	18,745	—	1959
439	Nil											
		500	*+13*	5,040	*+ 9*	387	*+26*	2,232	*+23*	21,330	*+14*	1960
518	*+18*	525	*+ 5*	5,055	Nil	386	Nil	2,348	*+ 5*	21,400	Nil	1961
527	*+ 2*	531	*+ 1*	5,322	*+ 5*	368	*— 5*	2,540	*+ 8*	22,320	Nil	1962
595	*+13*	559	*+ 5*	5,434	*+ 2*	430	*+17*	2,908	*+14*	23,319	*+ 4*	1963
599	*+ 1*	623	*+11*	5,434	*+18*	538	*+25*	3,539	*+22*	25,209	*+13*	1964
662	*+11*											
		695	*+11*	6,862	..	538	Nil	4,410	*+25*	27,999	..	1965
683	*+ 3*	796	*+15*	7,292	*+ 6*	574	*+ 7*	4,972	*+13*	30,073	*+ 7*	1966
769	*+13*											
		112	*— 2*	2,919	*+17*	119	*+17*	161	*— 8*	4,878	*+11*	1956 Latin America
111	*+38*	125	*+11*	3,704	*+27*	179	*+51*	149	*— 7*	6,084	*+25*	1957
133	*+20*	130	*+ 4*	3,277	*—12*	122	*—32*	189	*+27*	5,672	*— 7*	1958
155	*+17*	129	*— 1*	2,682	*—18*	113	*— 7*	220	*+16*	5,970	*—11*	1959
112	*—28*											
		137	*+ 6*	2,709	*+ 1*	114	*+ 1*	269	*+22*	5,277	*+ 8*	1960
123	*+ 9*	152	*+11*	2,632	*— 3*	141	*+23*	311	*+16*	5,400	*+ 2*	1961
118	*— 4*	149	*— 2*	2,501	*— 5*	129	*— 8*	312	Nil	5,152	*— 5*	1962
115	*— 3*	138	*— 7*	2,360	*— 6*	163	*+26*	314	*+ 1*	4,835	*— 6*	1963
105	—	159	*+15*	2,798	*+19*	181	*+11*	394	*+25*	5,511	*+14*	1964
107	*+ 2*											
		161	*+ 2*	2,914	..	170	*— 6*	401	*+ 2*	5,701	..	1965
122	*+14*	193	*+20*	3,264	*+12*	223	*+31*	452	*+13*	6,381	*+12*	1966
153	*+26*											
		103	*+ 9*	815	*+10*	153	*+ 8*	566	*+ 8*	6,125	*+ 7*	1956 Non-OECD Sterling Area
92	*+19*	113	*+ 9*	935	*+15*	153	Nil	665	*+18*	6,682	*+ 9*	1957
94	*+ 2*	113	Nil	797	*—15*	160	*+ 5*	605	*— 9*	6,424	*— 4*	1958
90	*— 4*	111	*— 2*	902	*+13*	155	*— 3*	677	*+12*	6,[illegible]55	Nil	1959
92	*+ 2*											
		161	*+45*	1,211	*+34*	219	*+41*	924	*+36*	7,581	*+17*	1960
114	*+24*	158	*— 2*	1,167	*— 4*	195	*—11*	871	*— 6*	7,284	*— 4*	1961
135	*+18*	177	*+12*	1,519	*+30*	202	*+ 3*	992	*+14*	7,671	*+ 5*	1962
147	*+ 9*	185	*+ 4*	1,770	*+17*	234	*+16*	1,193	*+20*	8,595	*+12*	1963
158	*+ 7*	216	*+17*	2,213	*+25*	307	*+31*	1,456	*+22*	9,869	*+15*	1964
171	*+ 8*											
				2,443	..	312	*+ 1*	1,650	*+13*	10,964	..	1965
163	*— 5*	246	*+14*									
161	*+ 1*	259	*+ 6*	2,355	*— 3*	295	*— 5*	1,671	*+ 2*	10,809	Nil	1966
		68	*+17*	3	*+343*	3	*+145*	72	*+94*	774	*+50*	1956 Sino-Soviet Bloc
44	*+43*	83	*+22*	8	*+145*	5	*+81*	73	*+ 2*	932	*+20*	1957
71	*+62*	69	*—17*	24	*+218*	6	*+16*	67	*— 9*	1,222	*+31*	1958
66	*— 7*	90	*+30*	22	*— 8*	9	*+65*	28	*—58*	1,287	*+ 5*	1959
75	*+14*											
		63	*—24*	50	*+124*	22	*+132*	58	*+107*	1,659	*+29*	1960
81	*+ 7*	68	Nil	35	*—30*	22	*+ 1*	83	*+42*	1,596	*— 4*	1961
80	*— 1*	60	*—13*	15	*—56*	7	*—69*	185	*+123*	1,744	*+ 9*	1962
119	*+49*	66	*+11*	19	*+27*	6	*—17*	222	*+20*	1,672	*— 4*	1963
94	*—21*	73	*+10*	24	*+27*	4	*—32*	350	*+57*	1,905	*+14*	1964
127	*+35*											
		99	*+36*	25	..	9	*+131*	438	*+25*	2,376	..	1965
113	*—11*	128	*+30*	44	*+74*	3	*—66*	568	*+30*	3,032	*+28*	1966
141	*+25*											
		107	*— 9*	1,032	*+ 7*	26	*— 9*	744	*+49*	5,362	*+10*	1956 Other countries
101	*+17*	116	*+ 8*	863	*—16*	35	*+34*	887	*+19*	5,652	*+ 5*	1957
104	*+ 3*	112	*— 3*	1,005	*+16*	25	*—28*	823	*— 7*	5,812	*+ 3*	1958
128	*+23*	115	*+ 2*	1,016	*+ 1*	30	*+17*	894	*+ 9*	5,934	*+ 2*	1959
160	*+25*											
		134	*+17*	1,070	*+ 5*	32	*+ 9*	981	*+10*	6,840	*+15*	1960
200	*+25*	147	*+10*	1,221	*+14*	28	*—13*	1,083	*+10*	7,119	*+ 4*	1961
195	*— 3*	145	*— 1*	1,287	*+ 5*	30	*+ 8*	1,051	*— 3*	6,752	*— 5*	1962
214	*+10*	170	*+17*	1,291	Nil	27	*— 9*	1,179	*+12*	7,259	*+ 8*	1963
252	*+18*	176	*+ 3*	1,398	*+ 8*	45	*+66*	1,340	*+14*	7,925	*+ 9*	1964
257	*+ 2*											
		188	*+ 7*	1,480	..	48	*+ 5*	1,921	*+43*	8,960	..	1965
285	*+11*											
314	*+ 9*	216	*+14*	1,629	*+ 9*	53	*+ 6*	2,281	*+18*	9,851	*+ 8*	1966

For notes see page vi. For definitions see page iv.

Table 8. Exports of manufactures by commodity

Millions of US dollars: percentage change on a year earlier in italics

SITC Category / Exporter		United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherland
Total manufactures (Section 5 to 8)	1956	7,384	*+10*	14,588	*+12*	6,318	*+20*	2,537	*+17*	3,013	*— 5*	1,360	*+19*	1,360	*+5*
	1957	7,769	*+ 5*	16,522	*+13*	7,467	*+18*	2,532	*Nil*	3,410	*+13*	1,620	*+19*	1,493	*+10*
	1958	7,600	*— 2*	17,184	*+ 4*	7,771	*+ 4*	2,450	*— 3*	3,615	*+ 6*	1,726	*+ 7*	1,622	*+9*
	1959	8,050	*+ 6*	19,422	*+13*	8,675	*+12*	2,683	*+10*	4,173	*+15*	2,010	*+17*	1,881	*+16*
	1960	8,566	*+ 6*	23,074	*+19*	10,129	*+17*	3,068	*+14*	5,064	*+21*	2,702	*+34*	2,111	*+12*
	1961	8,956	*+ 5*	25,044	*+ 9*	11,207	*+11*	3,173	*+ 3*	5,211	*+ 3*	3,153	*+17*	2,300	*+9*
	1962	9,157	*+ 2*	26,588	*+ 6*	11,738	*+ 5*	3,488	*+10*	5,400	*+ 4*	3,514	*+11*	2,448	*+6*
	1963	9,797	*+ 7*	29,167	*+10*	12,909	*+10*	3,830	*+10*	5,841	*+ 8*	3,876	*+10*	2,710	*+11*
	1964	10,345	*+ 6*	33,395	*+14*	14,394	*+12*	4,535	*+18*	6,474	*+11*	4,661	*+20*	3,331	*+23*
	1965	11,193	*+ 8*	37,696	*+13*	15,906	*+11*	5,204	*+15*	7,325	*+13*	5,608	*+20*	3,652	*+10*
	1966	11,970	*+ 7*	41,993	*+11*	18,013	*+13*	5,607	*+ 8*	7,962	*+ 9*	6,412	*+14*	3,999	*+10*
Chemicals (Section 5)	1956	688	*+ 5*	1,718	*+10*	778	*+14*	205	*+10*	367	*— 1*	152	*+19*	216	*+12*
	1957	751	*+ 9*	1,955	*+14*	903	*+16*	219	*+ 7*	414	*+13*	156	*+ 3*	263	*+22*
	1958	739	*— 2*	2,042	*+ 4*	940	*+ 4*	231	*+ 6*	429	*+ 4*	169	*+ 8*	273	*+4*
	1959	827	*+12*	2,362	*+16*	1,105	*+17*	258	*+12*	472	*+10*	208	*+24*	319	*+17*
	1960	893	*+ 8*	2,709	*+15*	1,261	*+14*	254	*— 2*	594	*+26*	263	*+26*	337	*+6*
	1961	916	*+ 3*	2,966	*+ 9*	1,384	*+10*	249	*— 2*	633	*+ 7*	323	*+23*	377	*+12*
	1962	962	*+ 5*	3,120	*+ 5*	1,445	*+ 4*	252	*+ 1*	655	*+ 3*	360	*+11*	408	*+8*
	1963	1,030	*+ 7*	3,525	*+13*	1,646	*+14*	288	*+14*	756	*+15*	387	*+ 8*	448	*+10*
	1964	1,154	*+12*	4,109	*+17*	1,887	*+15*	317	*+10*	880	*+16*	489	*+26*	536	*+20*
	1965	1,237	*+ 7*	4,743	*+15*	2,077	*+10*	394	*+24*	1,014	*+15*	605	*+24*	653	*+22*
	1966	1,313	*+ 6*	5,390	*+14*	2,414	*+16*	422	*+ 7*	1,134	*+12*	657	*+ 9*	763	*+17*
Textiles other than wool tops (Division 65)	1956	814	*— 5*	1,553	*Nil*	300	*Nil*	321	*+ 9*	418	*—14*	300	*+ 9*	214	*+6*
	1957	831	*+ 2*	1,658	*+ 7*	323	*+ 8*	336	*+ 5*	437	*+ 4*	334	*+11*	228	*+7*
	1958	702	*—16*	1,530	*— 8*	303	*— 6*	292	*—13*	399	*— 9*	299	*—10*	237	*+4*
	1959	685	*— 2*	1,721	*+12*	344	*+14*	326	*+12*	439	*+10*	348	*+17*	264	*+11*
	1960	722	*+ 5*	2,071	*+20*	395	*+15*	385	*+18*	557	*+27*	440	*+26*	294	*+12*
	1961	689	*— 5*	2,191	*+ 6*	415	*+ 5*	410	*+ 6*	567	*+ 2*	490	*+11*	309	*+5*
	1962	686	*Nil*	2,348	*+ 7*	444	*+ 7*	469	*+14*	598	*+ 5*	513	*+ 5*	324	*+5*
	1963	712	*+ 4*	2,557	*+ 9*	530	*+19*	508	*+ 8*	631	*+ 6*	532	*+ 4*	356	*+10*
	1964	771	*+ 8*	2,882	*+13*	613	*+16*	566	*+11*	683	*+ 8*	602	*+13*	418	*+17*
	1965	768	*Nil*	3,074	*+ 7*	666	*+ 9*	591	*+ 5*	717	*+ 5*	638	*+ 6*	461	*+10*
	1966	730	*— 5*	3,297	*+ 7*	778	*+17*	657	*+11*	720	*Nil*	660	*+ 3*	482	*+4*
Cotton fabrics (Group 652)	1956	173	*—14*	309	*—11*	72	*—13*	47	*+ 1*	84	*—26*	32	*— 8*	73	*+10*
	1957	170	*— 2*	323	*+ 5*	74	*+ 3*	49	*+ 4*	91	*+ 7*	36	*+13*	73	*Nil*
	1958	145	*—15*	315	*— 3*	71	*— 5*	41	*—16*	87	*— 4*	38	*+ 7*	78	*+7*
	1959	130	*—10*	330	*+ 5*	80	*+13*	44	*+ 8*	91	*+ 5*	32	*—18*	83	*+6*
	1960	126	*— 3*	417	*+26*	98	*+22*	58	*+32*	125	*+37*	41	*+31*	94	*+14*
	1961	117	*— 7*	417	*Nil*	103	*+ 5*	61	*+ 5*	120	*— 4*	41	*Nil*	92	*— 2*
	1962	94	*—19*	383	*— 8*	89	*—14*	64	*+ 5*	109	*— 9*	33	*—10*	88	*— 4*
	1963	87	*— 8*	377	*— 2*	90	*+ 1*	67	*+ 5*	104	*— 5*	28	*—15*	88	*Nil*
	1964	89	*— 8*	385	*+ 2*	90	*Nil*	70	*+ 4*	105	*+ 1*	28	*Nil*	92	*+5*
	1965	89	*Nil*	371	*— 4*	86	*— 5*	66	*— 5*	103	*— 2*	31	*+ 9*	85	*— 8*
	1966	76	*—14*	366	*— 1*	96	*+12*	65	*— 1*	92	*—11*	37	*+21*	76	*+11*
Woollen and worsted fabrics (Item 653-2)	1956	198	*+ 1*	198	*+15*	17	*+ 7*	36	*+26*	33	*+ 1*	89	*+25*	23	*— 1*
	1957	207	*+ 5*	230	*+16*	19	*+11*	42	*+16*	35	*+ 5*	109	*+22*	25	*+11*
	1958	178	*—14*	203	*—12*	17	*—11*	37	*—11*	32	*— 9*	92	*—15*	25	*— 1*
	1959	181	*+ 1*	233	*+14*	21	*+27*	43	*+14*	34	*+ 8*	105	*+13*	30	*+20*
	1960	184	*+ 2*	269	*+15*	23	*+ 8*	48	*+13*	40	*+17*	124	*+19*	33	*+9*
	1961	178	*— 3*	286	*+ 6*	23	*Nil*	54	*+13*	41	*+ 3*	135	*+ 9*	33	*Nil*
	1962	174	*— 3*	306	*+ 7*	26	*+13*	56	*+ 4*	46	*+12*	145	*+ 7*	33	*Nil*
	1963	179	*+ 3*	307	*Nil*	28	*+ 8*	56	*Nil*	47	*+ 2*	143	*— 1*	33	*Nil*
	1964	188	*+ 5*	311	*+ 1*	28	*Nil*	54	*— 4*	45	*— 4*	151	*+ 6*	34	*+3*
	1965	190	*+ 1*	320	*+ 3*	29	*+ 5*	39	*—28*	46	*+ 2*	171	*+14*	35	*+4*
	1966	179	*— 6*	352	*+10*	34	*+18*	41	*+ 6*	54	*+18*	187	*+ 9*	36	*+4*
Fabrics of synthetic and other man-made fibres (Items 653·5, ·6 and ·8)	1956	51	*—15*	205	*Nil*	78	*Nil*	18	*+28*	55	*— 9*	35	*+ 1*	19	*+4*
	1957	47	*— 8*	214	*+ 4*	78	*+ 1*	21	*+21*	57	*+ 5*	37	*+ 4*	21	*+9*
	1958	38	*—19*	198	*— 7*	70	*—11*	21	*— 3*	56	*— 2*	29	*—22*	22	*+2*
	1959	31	*—18*	212	*+ 7*	73	*+ 5*	25	*+19*	51	*—10*	44	*+52*	20	*— 8*
	1960	30	*— 2*	244	*+15*	81	*+10*	26	*+ 6*	57	*+13*	60	*+38*	20	*Nil*
	1961	29	*— 3*	270	*+11*	85	*+ 5*	36	*+38*	55	*— 4*	72	*+20*	22	*+10*
	1962	33	*+13*	336	*+24*	98	*+15*	51	*+42*	75	*+36*	84	*+17*	28	*+27*
	1963	45	*+41*	381	*+14*	116	*+18*	56	*+10*	88	*+17*	89	*+ 6*	32	*+14*
	1964	54	*+20*	443	*+16*	136	*+17*	72	*+29*	90	*+ 2*	100	*+12*	44	*+38*
	1965	59	*+ 9*	491	*+11*	152	*+11*	87	*+21*	98	*+ 8*	101	*+ 1*	54	*+23*
	1966	48	*—19*	511	*+ 4*	152	*Nil*	105	*+21*	95	*— 3*	106	*+ 5*	54	*— 1*
Base metals and miscellaneous manufactures of metal (Divisions 67, 68 and 69 excluding Group 681)	1956	1,110	*+16*	3,641	*+18*	1,217	*+36*	1,173	*+19*	837	*— 4*	189	*+55*	225	*+1*
	1957	1,230	*+11*	4,015	*+10*	1,506	*+24*	1,139	*— 3*	891	*+ 7*	226	*+20*	253	*+13*
	1958	1,147	*— 7*	3,802	*— 5*	1,350	*—10*	1,036	*— 9*	902	*+ 1*	242	*+ 7*	272	*+8*
	1959	1,200	*+ 5*	4,278	*+13*	1,574	*+17*	1,105	*+ 7*	1,048	*+16*	258	*+ 7*	293	*+8*
	1960	1,242	*+ 4*	5,160	*+21*	1,951	*+24*	1,359	*+23*	1,186	*+13*	331	*+28*	329	*+12*
	1961	1,251	*+ 1*	5,165	*Nil*	2,050	*+ 5*	1,276	*— 6*	1,203	*+ 2*	313	*— 5*	323	*— 2*
	1962	1,255	*Nil*	5,036	*— 3*	2,012	*— 2*	1,321	*+ 4*	1,086	*—10*	318	*+ 2*	299	*— 7*
	1963	1,213	*— 3*	5,083	*+ 1*	1,934	*— 4*	1,367	*+ 3*	1,104	*+ 2*	329	*+ 3*	349	*+17*
	1964	1,304	*+ 8*	5,890	*+16*	2,133	*+10*	1,595	*+17*	1,268	*+15*	467	*+42*	426	*+22*
	1965	1,452	*+11*	6,896	*+17*	2,453	*+15*	1,807	*+13*	1,446	*+14*	700	*+50*	491	*+15*
	1966	1,454	*Nil*	7,321	*+ 6*	2,740	*+12*	1,908	*+ 6*	1,446	*Nil*	703	*+ 1*	524	*+7*

For notes see page vi. For definitions see page iv.

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Sweden		Switzerland		United States (b)		Canada		Japan		Total (b)		Exporter / SITC Category
1,045	*+17*	1,324	*+10*	9,718	*+17*	2,244	*+ 9*	2,181	*+25*	38,484	*+13*	1956 Total manufactures
1,200	*+15*	1,437	*+ 9*	10,831	*+11*	2,350	*+ 5*	2,538	*+16*	42,647	*+11*	1957 (Sections 5 to 8)
1,263	*+ 5*	1,419	*— 1*	9,772	*—11*	2,231	*— 5*	2,509	*— 1*	41,978	*— 2*	1958
1,361	*+ 8*	1,543	*+ 9*	9,630	*— 1*	2,390	*+ 7*	3,032	*+21*	45,428	*+ 8*	1959
1,604	*+18*	1,722	*+12*	11,338	*+18*	2,517	*+ 5*	3,601	*+19*	52,422	*+15*	1960
1,795	*+12*	1,873	*+ 9*	11,348	Nil	2,521	Nil	3,764	*+ 5*	55,301	*+ 5*	1961
1,991	*+11*	2,031	*+ 8*	11,926	*+ 5*	2,634	*+ 4*	4,350	*+16*	58,677	*+ 6*	1962
2,196	*+10*	2,196	*+ 8*	12,556	*+ 5*	2,829	*+ 7*	4 918	*+13*	63,658	*+ 8*	1963
2,499	*+14*	2,410	*+10*	14,906	*+19*	3,432	*+21*	6.069	*+23*	73.056	*+15*	1964
2,745	*+10*	2,696	*+12*	16,830	*+ 6*	3,802	*+11*	7,779	*+28*	82,740	*+12*	1965
3,057	*+11*	2,981	*+11*	18,741	*+11*	4,809	*+26*	9.047	*+16*	92,598	*+12*	1966
51	*+12*	235	*+ 9*	1,269	*+14*	271	*+10*	107	*+14*	4,339	*+11*	1956 Chemicals
50	*— 1*	258	*+10*	1,400	*+11*	244	*—10*	126	*+18*	4,784	*+10*	1957 (Section 5)
57	*+13*	258	Nil	1,362	*— 3*	232	*— 5*	138	*+ 9*	4,828	*+ 1*	1958
66	*+17*	306	*+19*	1.502	*+10*	243	*+ 5*	167	*+21*	5,473	*+13*	1959
74	*+12*	362	*+18*	1,702	*+13*	189	*—22*	169	*+ 2*	6,098	*+11*	1960
80	*+ 8*	387	*+ 7*	1,756	*+ 3*	183	*— 3*	189	*+12*	6,477	*+ 6*	1961
89	*+11*	416	*+ 8*	1,845	*+ 5*	201	*+10*	261	*+38*	6,894	*+ 6*	1962
103	*+16*	466	*+12*	1,922	*+ 4*	219	*+ 9*	315	*+21*	7,580	*+10*	1963
124	*+20*	526	*+13*	2,354	*+22*	250	*+14*	384	*+22*	8,901	*+17*	1964
139	*+12*	585	*+11*	2,402	*+ 2*	291	*+16*	547	*+43*	9,944	*+12*	1965
160	*+15*	650	*+11*	2,676	*+11*	346	*+19*	669	*+22*	11,204	*+13*	1966
15	*+16*	176	*+ 6*	453	Nil	13	*— 3*	693	*+19*	3,717	*+ 2*	1956 Textiles other than wool tops
17	*+12*	183	*+ 4*	476	*+ 5*	18	*+35*	815	*+17*	3,998	*+ 8*	1957 (Division 65)
17	*+ 1*	170	*— 7*	441	*— 7*	15	*—17*	705	*—13*	3,580	*—10*	1958
21	*+23*	186	*+ 9*	457	*+ 4*	18	*+20*	758	*+ 7*	3.845	*+ 7*	1959
25	*+21*	189	*+ 1*	493	*+ 8*	32	*+81*	924	*+22*	4,456	*+16*	1960
34	*+36*	192	*+ 2*	492	Nil	29	*— 9*	877	*— 5*	4,504	*+ 1*	1961
39	*+15*	199	*+ 4*	494	Nil	26	*—10*	922	*+ 5*	4,714	*+ 5*	1962
41	*+ 5*	207	*+ 4*	491	*— 1*	34	*+31*	916	*— 1*	4,958	*+ 5*	1963
49	*+20*	225	*+ 9*	582	*+19*	45	*+32*	1,038	*+13*	5.591	*+13*	1964
53	*+ 8*	234	*+ 4*	528	*— 9*	54	*+21*	1,140	*+10*	5,850	*+ 5*	1965
61	*+15*	248	*+ 6*	554	*+ 5*	55	*+ 1*	1,271	*+12*	6,216	*+ 6*	1966
3	*+29*	41	*+ 4*	162	*— 3*	1	*— 5*	267	*+16*	1,076(f)	*— 3*	1956 Cotton fabrics
3	*+ 6*	41	*+ 1*	174	*+ 8*	2	*+37*	317	*+19*	1,165(f)	*+ 8*	1957 (Group 652)
4	*+13*	37	*— 8*	161	*— 7*	2	*— 5*	277	*—13*	1,039(f)	*—11*	1958
4	*+23*	39	*+ 3*	152	*— 5*	2	*+48*	291	*+ 5*	1.077(f)	*+ 4*	1959
7	*+60*	40	*+ 3*	154	*+ 1*	6	*+176*	351	*+21*	1,224(f)	*+14*	1960
9	*+29*	37	*— 7*	149	*— 3*	9	*+50*	348	*— 1*	1,188(f)	*— 3*	1961
9	Nil	35	*— 7*	138	*— 8*	6	*—32*	341	*— 2*	1,102(f)	*— 7*	1962
8	*—11*	33	*— 6*	124	*—10*	7	Nil	308	*—10*	1,047(f)	*— 5*	1963
9	*+13*	35	*+ 6*	131	*+ 6*	10	*+43*	310	*+ 1*	1,089(f)	*+ 4*	1964
8	*— 8*	36	*+ 2*	108	*—18*	11	*+16*	303	*— 2*	1,045(f)	*— 4*	1965
10	*+27*	40	*+11*	118	*+10*	11	*— 4*	286	*— 6*	999(f)	*— 4*	1966
2	*+27*	9	*+ 8*	1	*—26*	—	—	33	*+20*	441	*+ 8*	1956 Woollen and worsted fabrics
1	*—25*	10	*+13*	1	*— 1*	—	—	45	*+34*	494	*+12*	1957 (Item 653·2)
1	*—33*	8	*—17*	2	*+ 7*	—	—	34	*—24*	426	*—14*	1958
1	*+33*	9	*+10*	1	*—19*	—	—	47	*+39*	471	*+11*	1959
1	*+10*	9	*— 2*	1	Nil	—	—	55	*+15*	519	*+10*	1960
2	*+100*	9	Nil	1	Nil	—	—	37	*—33*	513	*— 1*	1961
2	Nil	10	*+11*	2	*+11*	3	*+480*	50	*+35*	547	*+ 7*	1962
2	Nil	11	*+10*	2	Nil	3	*+16*	59	*+18*	563	*+ 3*	1963
3	*+50*	12	*+ 9*	2	Nil	—	—	64	*+ 8*	580	*+ 3*	1964
3	*+ 8*	13	*+10*	2	*+10*	—	—	87	*+36*	616	*+ 6*	1965
2	*—11*	15	*+14*	2	*—15*	—	—	76	*—12*	627	*+ 2*	1966
3	*+22*	12	*— 5*	112	*+ 1*	1	*+13*	222	*+43*	606	*+10*	1956 Fabrics of synthetic and other
4	*+43*	12	*— 4*	109	*— 3*	1	*—22*	243	*+10*	630	*+ 4*	1957 man-made fibres
3	*—11*	12	*+ 8*	83	*—24*	1	*—21*	204	*+16*	539	*—14*	1958 (Items 653·5, ·6 and ·8)
5	*+44*	16	*+28*	88	*+ 6*	1	*+27*	189	*— 8*	542	*+ 1*	1959
4	*—20*	16	*+ 3*	85	*— 3*	3	*+162*	216	*+15*	598	*+10*	1960
5	*+25*	13	*—19*	80	*— 6*	1	*—67*	216	Nil	614	*+ 3*	1961
7	*+40*	22	*+69*	85	*+ 6*	4	*+300*	206	*— 5*	692	*+13*	1962
8	*+14*	23	*+ 5*	100	*+18*	6	*+50*	212	*+ 3*	775	*+14*	1963
8	Nil	25	*+ 9*	117	*+17*	4	*—53*	235	*+11*	886	*+14*	1964
9	*+14*	24	*— 4*	110	*— 6*	—	—	346	*+47*	1,039	*+17*	1965
10	*+10*	24	*+ 2*	113	*+ 3*	—	—	428	*+24*	1,134	*+ 9*	1966
243	*+23*	83	*+12*	1,497	*+23*	720	*+30*	340	*—12*	7,634	*+16*	1956 Base metals and miscellaneous
252	*+ 4*	91	*+10*	1,826	*+22*	756	*+ 5*	323	*— 5*	8,493	*+11*	1957 manufactures of metal
247	*— 2*	99	*+ 9*	1,284	*—30*	633	*—16*	370	*+15*	7,582	*—11*	1958 (Division 67, 68 and 69 exclud-
273	*+11*	115	*+16*	991	*—23*	742	*+17*	401	*+ 8*	8,000	*+ 6*	1959 ing Group 681)
325	*+19*	97	*—17*	1,531	*+54*	869	*+17*	561	*+40*	9,785	*+22*	1960
356	*+10*	95	*— 2*	1,322	*—14*	832	*— 4*	559	Nil	9,580	*— 2*	1961
355	Nil	99	*+ 4*	1,284	*— 3*	840	*— 4*	742	*+33*	9,611	Nil	1962
388	*+ 9*	109	*+10*	1,372	*+ 7*	884	*+ 5*	942	*+27*	9,991	*+ 4*	1963
463	*+19*	125	*+15*	1,652	*+20*	1,021	*+15*	1,203	*+28*	11,657	*+17*	1964
525	*+13*	151	*+20*	1,722	*+ 1*	1,124	*+10*	1,718	*+43*	13,588	*+16*	1965
612	*+17*	176	*+17*	1,755	*+ 2*	1,212	*+ 8*	1,778	*+ 3*	14,309	*+ 5*	1966

For notes see page vi. For definitions see page iv.

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

SITC Category \ Exporter		United Kingdom		Total EEC		German Federal Republic		Belgium-Luxembourg		France		Italy		Netherlands	
Iron and steel (Division 67)	1956	481	*+11*	2,336	*+21*	659	*+54*	793	*+22*	681	*— 2*	113	*+80*	91	*— 1*
	1957	593	*+23*	2,726	*+17*	943	*+43*	823	*+ 4*	711	*+ 4*	138	*+23*	111	*+21*
	1958	523	*—12*	2,510	*— 8*	798	*—15*	742	*—10*	690	*— 3*	148	*+ 7*	132	*+19*
	1959	536	*+ 2*	2,787	*+11*	927	*+16*	752	*+ 1*	812	*+18*	149	*+ 1*	148	*+11*
	1960	603	*+13*	3,481	*+25*	1,246	*+34*	954	*+27*	893	*+10*	198	*+33*	189	*+28*
	1961	591	*— 2*	3,370	*— 3*	1,288	*+ 3*	853	*—11*	884	*— 1*	170	*—14*	175	*— 7*
	1962	560	*— 5*	3,239	*— 4*	1,245	*— 2*	884	*+ 4*	769	*—13*	169	*— 1*	172	*— 2*
	1963	573	*+ 2*	3,166	*— 2*	1,146	*— 8*	885	Nil	757	*— 2*	169	Nil	209	*+22*
	1964	609	*+ 6*	3,616	*+14*	1,235	*+ 8*	1,031	*+16*	888	*+17*	242	*+43*	220	*+ 5*
	1965	656	*+ 8*	4,137	*+14*	1,417	*+15*	1,144	*+11*	966	*+ 9*	367	*+51*	243	*+11*
	1966	601	*— 8*	4,086	*— 1*	1,461	*+ 3*	1,100	*— 4*	923	*— 5*	340	*— 7*	262	*+ 8*
Machinery and transport equipment (Section 7)	1956	3,443	*+14*	5,027	*+15*	2,988	*+21*	363	*+18*	802	*— 1*	454	*+22*	420	*+ 1*
	1957	3,668	*+ 7*	5,993	*+19*	3,578	*+20*	382	*+ 5*	994	*+24*	580	*+28*	459	*+ 9*
	1958	3,798	*+ 4*	6,806	*+14*	3,981	*+11*	427	*+12*	1,174	*+18*	687	*+18*	537	*+17*
	1959	4,022	*+ 6*	7,528	*+11*	4,304	*+ 8*	427	Nil	1,382	*+18*	774	*+13*	641	*+19*
	1960	4,291	*+ 7*	8,998	*+20*	4,989	*+16*	488	*+14*	1,713	*+24*	1,053	*+36*	755	*+18*
	1961	4,551	*+ 6*	10,244	*+14*	5,745	*+15*	596	*+22*	1,782	*+ 4*	1,268	*+20*	853	*+13*
	1962	4,649	*+ 2*	11,193	*+ 9*	6,127	*+ 7*	709	*+19*	1,975	*+11*	1,432	*+13*	950	*+11*
	1963	5,062	*+ 9*	12,438	*+11*	6,817	*+11*	839	*+18*	2,159	*+ 9*	1,579	*+10*	1,044	*+10*
	1964	5,123	*+ 1*	14,057	*+13*	7,531	*+10*	1,037	*+24*	2,302	*+ 7*	1,846	*+17*	1,341	*+28*
	1965	5,564	*+ 9*	15,726	*+12*	8,269	*+10*	1,285	*+24*	2,642	*+15*	2,177	*+18*	1,352	*+ 1*
	1966	6,100	*+10*	17,660	*+12*	9,296	*+12*	1,333	*+ 4*	3,002	*+14*	2,572	*+18*	1,457	*+ 8*
Machinery other than electric (Division 71)	1956	1,361	*+ 9*	2,192	*+17*	1,444	*+21*	118	*+17*	278	*— 4*	225	*+18*	128	*+32*
	1957	1,516	*+11*	2,641	*+20*	1,748	*+21*	144	*+22*	329	*+19*	282	*+25*	138	*+ 8*
	1958	1,528	*+ 1*	2,863	*+ 8*	1,886	*+ 8*	151	*+ 5*	369	*+12*	307	*+ 9*	150	*+ 8*
	1959	1,682	*+10*	3,015	*+ 5*	1,928	*+ 2*	152	*+ 1*	419	*+14*	338	*+10*	178	*+19*
	1960	1,914	*+14*	3,729	*+24*	2,255	*+17*	190	*+25*	563	*+34*	516	*+53*	206	*+16*
	1961	2,187	*+14*	4,572	*+23*	2,832	*+26*	240	*+26*	650	*+15*	613	*+19*	237	*+15*
	1962	2,239	*+ 2*	5,117	*+12*	3,077	*+ 9*	288	*+20*	760	*+17*	707	*+15*	285	*+20*
	1963	2,407	*+ 8*	5,492	*+ 7*	3,299	*+ 7*	300	*+ 4*	812	*+ 7*	793	*+12*	288	*+ 1*
	1964	2,413	Nil	6,067	*+10*	3,588	*+ 9*	374	*+25*	911	*+12*	863	*+ 9*	331	*+15*
	1965	2,611	*+ 8*	6,846	*+13*	3,933	*+10*	423	*+13*	1,064	*+17*	1,038	*+20*	387	*+17*
	1966	2,914	*+12*	7,982	*+17*	4,564	*+16*	440	*+ 4*	1,234	*+16*	1,287	*+24*	457	*+18*
Electric machinery, apparatus and appliances (Division 72)	1956	621	*+13*	1,024	*+10*	557	*+21*	98	*+14*	141	*— 9*	43	*— 5*	185	*+ 2*
	1957	649	*+ 5*	1,175	*+15*	659	*+18*	102	*+ 5*	170	*+21*	54	*+26*	190	*+ 3*
	1958	639	*— 2*	1,309	*+11*	692	*+ 5*	114	*+12*	209	*+23*	68	*+26*	226	*+19*
	1959	666	*+ 4*	1,464	*+12*	801	*+16*	96	*—15*	220	*+ 5*	77	*+13*	270	*+19*
	1960	682	*+ 2*	1,762	*+20*	881	*+10*	114	*+18*	282	*+28*	137	*+78*	348	*+29*
	1961	760	*+11*	2,038	*+16*	1,022	*+16*	132	*+16*	319	*+13*	167	*+22*	398	*+14*
	1962	803	*+ 6*	2,217	*+ 9*	1,085	*+ 6*	159	*+20*	348	*+ 9*	209	*+25*	416	*+ 5*
	1963	891	*+11*	2,474	*+12*	1,173	*+ 8*	187	*+18*	392	*+13*	262	*+25*	460	*+11*
	1964	881	*— 1*	2,913	*+18*	1,311	*+12*	233	*+25*	449	*+15*	342	*+31*	578	*+26*
	1965	925	*+ 5*	3,325	*+14*	1,478	*+13*	259	*+11*	535	*+19*	430	*+26*	623	*+ 8*
	1966	969	*+ 5*	3,548	*+ 7*	1,619	*+10*	256	*— 1*	556	*+ 4*	494	*+15*	623	Nil
Transport equipment (Division 73)	1956	1,462	*+19*	1,812	*+15*	987	*+21*	147	*+21*	383	*+ 4*	187	*+37*	107	*—22*
	1957	1,503	*+ 3*	2,177	*+20*	1,171	*+19*	137	*— 7*	495	*+29*	244	*+30*	130	*+21*
	1958	1,631	*+ 9*	2,634	*+21*	1,403	*+20*	162	*+19*	596	*+20*	312	*+28*	161	*+24*
	1959	1,674	*+ 3*	3,049	*+16*	1,575	*+12*	178	*+10*	743	*+25*	359	*+15*	194	*+20*
	1960	1,695	*+ 1*	3,506	*+15*	1,853	*+18*	185	*+ 4*	868	*+17*	400	*+11*	200	*+ 3*
	1961	1,605	*— 5*	3,634	*+ 4*	1,891	*+ 2*	224	*+21*	813	*— 6*	488	*+22*	218	*+ 9*
	1962	1,607	Nil	3,861	*+ 6*	1,966	*+ 4*	262	*+17*	868	*+ 7*	516	*+ 6*	249	*+14*
	1963	1,764	*+10*	4,472	*+16*	2,345	*+19*	353	*+35*	955	*+10*	524	*+ 2*	295	*+18*
	1964	1,829	*+ 4*	5,078	*+14*	2,632	*+12*	430	*+22*	943	*— 1*	641	*+22*	432	*+46*
	1965	2,028	*+11*	5,555	*+ 9*	2,858	*+ 9*	604	*+40*	1,043	*+11*	709	*+11*	341	*—21*
	1966	2,217	*+ 9*	6,128	*+10*	3,112	*+ 9*	637	*+ 5*	1,212	*+16*	790	*+12*	377	*+11*
Passenger road motor vehicles complete and chassis (other than buses or motor-cycles) (Items 732·1 and 732·6)	1956	336	*— 6*	701	*+17*	400	*+20*	52	*+48*	160	*+ 9*	79	*+ 4*	8	*+10*
	1957	440	*+31*	872	*+24*	497	*+24*	46	*—12*	222	*+38*	100	*+26*	7	*—11*
	1958	524	*+19*	1,170	*+34*	659	*+33*	49	*+ 8*	312	*+41*	139	*+39*	11	*+51*
	1959	624	*+19*	1,520	*+30*	784	*+19*	67	*+37*	471	*+51*	183	*+32*	13	*+15*
	1960	630	*+ 1*	1,644	*+ 8*	895	*+14*	88	*+30*	469	Nil	174	*— 5*	18	*+43*
	1961	415	*—34*	1,609	*— 2*	957	*+ 8*	100	*+14*	354	*—25*	184	*+ 6*	14	*—22*
	1962	604	*+50*	1,918	*+19*	1,067	*+11*	138	*+38*	429	*+21*	268	*+46*	16	*+14*
	1963	666	*+10*	2,240	*+17*	1,324	*+24*	146	*+ 6*	497	*+16*	253	*— 6*	20	*+25*
	1964	721	*+ 8*	2,495	*+11*	1,514	*+14*	218	*+49*	442	*—11*	281	*+11*	41	*+105*
	1965	705	*— 2*	2,838	*+14*	1,636	*+ 8*	367	*+69*	494	*+12*	301	*+ 7*	39	*— 4*
	1966	659	*— 6*	3,095	*+ 9*	1,779	*+ 9*	376	*+ 2*	537	*+ 9*	368	*+22*	35	*—11*
Buses, trucks, lorries, complete, and chassis (Items 732·2, ·3, ·4 and ·7)	1956	251	*+ 8*	241	*+20*	156	*+20*	14	*+46*	49	*— 8*	18	*+261*	3	*+33*
	1957	253	*+ 1*	288	*+20*	192	*+23*	10	*—25*	68	*+38*	16	*—12*	2	*—44*
	1958	236	*— 7*	326	*+13*	210	*+10*	13	*+30*	85	*+25*	14	*—11*	4	*+99*
	1959	257	*+ 9*	342	*+ 5*	224	*+ 7*	14	*+ 8*	85	Nil	13	*— 7*	6	*+50*
	1960	302	*+17*	401	*+17*	245	*+ 9*	14	*+ 1*	104	*+23*	26	*+93*	13	*+116*
	1961	356	*+18*	406	*+ 1*	270	*+12*	20	*+43*	74	*—29*	27	*+ 4*	15	*+15*
	1962	328	*— 8*	417	*+ 3*	270	Nil	25	*+25*	70	*— 5*	38	*+41*	14	*— 7*
	1963	355	*+ 8*	423	*+ 1*	268	*— 1*	26	*+ 4*	73	*+ 4*	39	*+ 3*	17	*+21*
	1964	363	*+ 2*	494	*+17*	306	*+14*	32	*+23*	78	*+ 7*	57	*+46*	20	*+18*
	1965	386	*+ 6*	511	*+ 3*	305	*— 1*	41	*+25*	78	Nil	62	*+ 8*	26	*+28*
	1966	403	*+ 4*	647	*+27*	336	*+10*	99	*+145*	97	*+25*	82	*+33*	33	*+26*

For notes see page vi. For definitions see page iv.

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Sweden		Switzerland		United States (b)		Canada		Japan		Total (b)		Exporter / SITC Category	
129	*+36*	6	*+17*	827	*+23*	79	*+1*	223	*—14*	4,081	*+17*	1956	Iron and steel
139	*+7*	7	*+14*	1,111	*+34*	115	*+47*	209	*—6*	4,900	*+20*	1957	(Division 67)
138	*—1*	7	*+1*	612	*—45*	75	*—35*	250	*+19*	4,115	*—16*	1958	
156	*+13*	9	*+20*	409	*—33*	125	*+67*	253	*+1*	4,275	*+4*	1959	
197	*+26*	12	*+37*	658	*+61*	155	*+24*	388	*+53*	5,494	*+29*	1960	
223	*+13*	16	*+33*	508	*—23*	130	*—16*	380	*—2*	5,218	*—5*	1961	
217	*—3*	14	*—12*	471	*—7*	140	*+8*	531	*+40*	5,172	*—1*	1962	
237	*+9*	15	*+7*	523	*+11*	171	*+22*	699	*+32*	5,384	*+4*	1963	
292	*+23*	17	*+13*	675	*+29*	212	*+24*	910	*+30*	6,331	*+18*	1964	
322	*+10*	21	*+19*	629	*—7*	212	Nil	1,290	*+42*	7,227	*+14*	1965	
357	*+11*	25	*+19*	558	*—11*	227	*+7*	1,293	Nil	7,147	*—2*	1966	
454	*+17*	386	*+10*	5,242	*+20*	325	*+14*	484	*+96*	15,361	*+18*	1956	Machinery and transport equipment
579	*+28*	427	*+11*	5,703	*+9*	388	*+19*	630	*+30*	17,386	*+13*	1957	(Section 7)
634	*+9*	458	*+7*	5,242	*—8*	453	*+17*	627	Nil	18,016	*+4*	1958	
668	*+5*	478	*+4*	5,161	*—2*	413	*—9*	810	*+29*	19,079	*+*	1959	
782	*+17*	550	*+15*	5,993	*+16*	428	*+4*	928	*+15*	21,969	*+15*	1960	
884	*+14*	633	*+15*	6,104	*+2*	501	*+17*	1,120	*+21*	24,037	*+9*	1961	
1,034	*+17*	693	*+9*	6,543	*+7*	584	*+17*	1,233	*+10*	25,929	*+8*	1962	
1,127	*+9*	743	*+7*	6,809	*+4*	644	*+10*	1,469	*+19*	28,292	*+9*	1963	
1,254	*+11*	796	*+7*	8,054	*+18*	945	*+47*	1,958	*+33*	32,187	*+14*	1964	
1,388	*+11*	894	*+12*	9,613	*+7*	1,187	*+26*	2,643	*+35*	37,014	*+12*	1965	
1,517	*+9*	985	*+10*	10,808	*+12*	1,928	*+62*	3,308	*+25*	42,306	*+14*	1966	
219	*+25*	289	*+9*	2,673	*+28*	158	*+4*	117	*+20*	7,009	*+19*	1956	Machinery other than electric
265	*+21*	326	*+13*	2,980	*+11*	199	*+26*	128	*+10*	8,055	*+15*	1957	(Division 71)
260	*—2*	342	*+5*	2,765	*—7*	220	*+11*	134	*+4*	8,113	*+1*	1958	
287	*+10*	368	*+8*	2,765	Nil	261	*+19*	170	*+27*	8,548	*+5*	1959	
353	*+23*	420	*+14*	3,166	*+15*	260	Nil	222	*+30*	10,064	*+18*	1960	
437	*+24*	477	*+14*	3,532	*+12*	264	*+2*	313	*+41*	11,782	*+17*	1961	
515	*+18*	528	*+11*	3,843	*+9*	305	*+13*	335	*+7*	12,882	*+9*	1962	
513	Nil	566	*+7*	3,982	*+4*	343	*+12*	339	*+1*	13,642	*+6*	1963	
577	*+12*	603	*+7*	4,714	*+18*	435	*+27*	481	*+42*	15,290	*+12*	1964	
625	*+8*	664	*+10*	5,413	*+6*	486	*+12*	624	*+30*	16,868	*+10*	1965	
752	*+20*	736	*+11*	5,515	*+10*	676	*+39*	813	*+30*	19,388	*+15*	1966	
80	*+18*	82	*+9*	756	*+18*	34	*+5*	51	*+64*	2,648	*+14*	1956	Electric machinery, apparatus
86	*+8*	86	*+4*	803	*+6*	37	*+10*	78	*+53*	2,914	*+10*	1957	and appliances
95	*+10*	91	*+6*	794	*—1*	37	*—1*	99	*+27*	3,064	*+5*	1958	(Division 72)
93	*—2*	94	*+3*	775	*—2*	44	*+19*	198	*+100*	3,334	*+9*	1959	
113	*+22*	119	*+27*	786	*+1*	64	*+46*	274	*+39*	3,800	*+14*	1960	
121	*+7*	143	*+20*	955	*+22*	78	*+20*	337	*+23*	4,432	*+17*	1961	
143	*+18*	150	*+4*	1,000	*+5*	90	*+17*	426	*+26*	4,829	*+9*	1962	
166	*+16*	166	*+11*	1,084	*+8*	102	*+13*	516	*+21*	5,399	*+12*	1963	
219	*+32*	181	*+9*	1,284	*+18*	118	*+16*	638	*+24*	6,234	*+15*	1964	
224	*+3*	212	*+17*	1,661	Nil	212	*+80*	775	*+22*	7,334	*+12*	1965	
264	*+18*	229	*+8*	1,899	*+14*	273	*+29*	1,055	*+36*	8,237	*+12*	1966	
155	*+7*	14	*+19*	1,813	*+12*	133	*+32*	316	*+166*	5,705	*+19*	1956	Transport equipment
228	*+47*	15	*+6*	1,920	*+6*	151	*+14*	424	*+34*	6,418	*+12*	1957	(Division 73)
279	*+23*	24	*+63*	1,683	*—12*	195	*+29*	395	*—7*	6,841	*+7*	1958	
288	*+3*	16	*—33*	1,621	*—5*	107	*—45*	442	*+12*	7,197	*+5*	1959	
316	*+10*	11	*—33*	2,041	*+26*	103	*—4*	433	*—2*	8,105	*+13*	1960	
326	*+3*	13	*+18*	1,617	*—21*	159	*+54*	470	*+9*	7,824	*—3*	1961	
376	*+17*	15	*+17*	1,699	*+5*	189	*+21*	472	Nil	8,219	*+5*	1962	
447	*+19*	11	*—27*	1,744	*+3*	200	*+6*	614	*+30*	9,252	*+13*	1963	
459	*+3*	12	*+9*	2,057	*+18*	393	*+97*	839	*+37*	10,667	*+15*	1964	
539	*+18*	18	*+54*	2,939	*+13*	489	*+25*	1,243	*+48*	12,811	*+14*	1965	
501	*—7*	20	*+13*	3,394	*+16*	978	*+100*	1,439	*+16*	14,677	*+15*	1966	
8	*+137*	6	*—6*	350	*—11*	17	*+30*	1	*+81*	1,419	*+3*	1956	Passenger road motor vehicles,
21	*+161*	5	*—2*	318	*—9*	24	*+36*	4	*+164*	1,684	*+19*	1957	complete, and chassis (other
38	*+79*	7	*+21*	277	*—13*	20	*—14*	5	*+38*	2,041	*+21*	1958	than buses or motor cycles)
55	*+44*	8	*+17*	236	*—15*	18	*—12*	8	*+57*	2,469	*+21*	1959	(Items 732·1 and 732·6)
61	*+12*	1	*—92*	258	*+9*	25	*+42*	16	*+106*	2,635	*+7*	1960	
59	*—3*	—	—	235	*—9*	18	*—28*	23	*+44*	2,377	*—10*	1961	
71	*+20*	—	—	264	*+12*	20	*+11*	30	*+30*	2,907	*+22*	1962	
87	*+23*	—	—	276	*+5*	27	*+35*	39	*+30*	3,335	*+15*	1963	
101	*+16*	—	—	338	*+22*	65	*+141*	77	*+97*	3,798	*+14*	1964	
116	*+14*	—	—	403		140	*+115*	115	*+50*	4,318		1965	
145	*+25*	—	—	576	*+43*	398	*+185*	176	*+53*	5,050	*+17*	1966	
34	*—26*	—	—	449	*+28*	9	*—9*	8	*+44*	992	*+20*	1956	Buses, trucks, lorries, complete
34	*—1*	—	—	445	*—1*	12	*+33*	18	*+125*	1,050	*+6*	1957	and chassis
35	Nil	—	—	300	*—32*	11	*—7*	14	*—24*	922	*—12*	1958	(Items 732·2, ·3, ·4 and ·7)
37	*+6*	—	—	333	*+11*	15	*+36*	34	*+143*	1,018	*+10*	1959	
48	*+29*	—	—	372	*+12*	15	Nil	62	*+85*	1,200	*+18*	1960	
60	*+25*	—	—	361	*—3*	5	*—67*	58	*—6*	1,273	*+6*	1961	
67	*+12*	—	—	249	*—3*	4	*—20*	84	*+45*	1,149	*—10*	1962	
64	*—4*	—	—	268	*+8*	10	*+150*	95	*+13*	1,215	*+6*	1963	
76	*+19*	—	—	342	*+28*	13	*+30*	103	*+8*	1,391	*+14*	1964	
74	*—3*	2	—	402		33	*+141*	121	*+17*	1,530		1965	
93	*+26*	1	*—39*	446	*+11*	163	*+400*	128	*+6*	1,882	*+23*	1966	

For notes see page vi. For definitions see page iv.

Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

SITC Category / Exporter		United Kingdom		Total EEC		German Federal Republic		Belgium — Luxembourg		France		Italy		Netherlands	
Bodies, chassis and other parts for road motor vehicles (Item 732·8)	1956	182	*+12*	125	*+29*	72	*+27*	4	*+40*	26	*+ 4*	20	*+101*	3	*+58*
	1957	189	*+ 4*	145	*+16*	83	*+15*	4	*Nil*	32	*+23*	23	*+15*	3	*Nil*
	1958	217	*+15*	167	*+15*	100	*+21*	4	*—16*	40	*+26*	20	*—13*	3	*—*
	1959	239	*+10*	215	*+29*	133	*+33*	4	*+15*	47	*+16*	27	*+32*	4	*+31*
	1960	295	*+23*	304	*+42*	181	*+37*	8	*+91*	73	*+57*	35	*+33*	6	*+50*
	1961	300	*+ 2*	374	*+23*	237	*+29*	11	*+38*	81	*+11*	41	*+17*	8	*+33*
	1962	320	*+ 7*	412	*+10*	267	*+13*	10	*— 9*	75	*— 7*	51	*+24*	9	*+13*
	1963	351	*+10*	462	*+12*	291	*+11*	12	*+20*	89	*+19*	59	*+16*	11	*+22*
	1964	398	*+13*	550	*+19*	342	*+18*	26	*+117*	103	*+16*	68	*+15*	12	*+ 9*
	1965	462	*+16*	737	*+34*	438	*+28*	67	*+162*	135	*+31*	82	*+20*	15	*+27*
	1966	502	*+ 9*	878	*+19*	483	*+10*	82	*+22*	193	*+43*	102	*+24*	19	*+27*
Other manufactures (Section 8 and rest of Section 6)	1956	1,329	*+10*	2,649	*+ 9*	1,035	*+14*	474	*+20*	589	*— 4*	266	*+ 9*	285	*+ 8*
	1957	1,290	*— 3*	2,904	*+10*	1,158	*+12*	456	*— 4*	676	*+15*	325	*+22*	289	*+ 1*
	1958	1,215	*— 6*	3,007	*+ 4*	1,197	*+ 3*	463	*+ 2*	712	*+ 5*	331	*+ 2*	304	*+ 5*
	1959	1,316	*+ 8*	3,536	*+18*	1,348	*+13*	571	*+23*	831	*+17*	422	*+27*	364	*+20*
	1960	1,419	*+ 8*	4,152	*+17*	1,534	*+14*	582	*+ 2*	1,015	*+22*	624	*+48*	397	*+ 9*
	1961	1,549	*+ 9*	4,476	*+ 8*	1,613	*+ 5*	642	*+10*	1,026	*+ 1*	757	*+21*	438	*+10*
	1962	1,604	*+ 4*	4,893	*+ 9*	1,710	*+ 6*	737	*+15*	1,087	*+ 6*	892	*+18*	467	*+ 7*
	1963	1,781	*+11*	5,564	*+14*	1,982	*+16*	828	*+12*	1,191	*+10*	1,049	*+18*	514	*+10*
	1964	1,993	*+12*	6,456	*+16*	2,229	*+12*	1,020	*+23*	1,341	*+13*	1,256	*+20*	610	*+19*
	1965	2,172	*+ 9*	7,256	*+12*	2,441	*+10*	1,127	*+10*	1,506	*+12*	1,488	*+18*	695	*+14*
	1966	2,373	*+ 9*	8,324	*+15*	2,784	*+14*	1,286	*+14*	1,661	*+10*	1,820	*+22*	773	*+11*

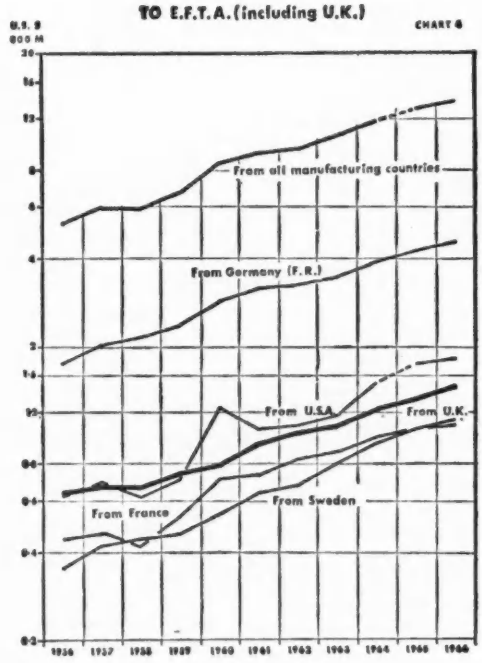
For notes see page vi. For definitions see page iv.

EXPORTS OF MANUFACTURES BY MARKET

(Continued)

From main exporting countries

(Ratio scales)



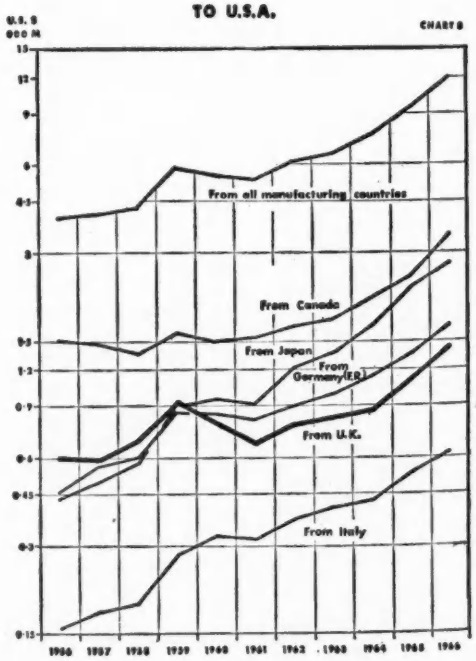


Table 8. Exports of manufactures by commodity, *continued*

Millions of US dollars: percentage change on a year earlier in italics

Sweden		Switzerland		United States (*b*)		Canada		Japan		Total (*b*)		Exporter / SITC Category	
7	*+62*	—	—	595	*+10*	26	*— 4*	5	*+49*	941	*+13*	1956	Bodies, chassis and other parts of road motor vehicles (Item 732·8)
7	Nil	—	—	585	*— 2*	20	*—23*	6	*+20*	953	*+ 1*	1957	
8	*+23*	—	—	582	Nil	21	*+ 5*	7	*+ 9*	1,003	*+ 5*	1958	
11	*+41*	—	—	661	*+14*	28	*+33*	10	*+51*	1,164	*+16*	1959	
13	*+17*	—	—	686	*+ 4*	39	*+39*	13	*+23*	1,351	*+16*	1960	
19	*+46*	—	—	684	Nil	26	*—10*	15	*+15*	1,418	*+ 5*	1961	
22	*+16*	—	—	802	*+17*	22	*—15*	15	Nil	1,596	*+13*	1962	
27	*+23*	—	—	903	*+13*	33	*+50*	17	*+13*	1,793	*+12*	1963	
31	*+15*	3	—	866	*— 4*	68	*+106*	23	*+35*	1,940	*+ 8*	1964	
38	*+23*	4	*+25*	1,127		139	*+104*	28	*+22*	2,535		1965	
46	*+24*	4	*+ 5*	1,269	*+13*	263	*+90*	41	*+43*	3,002	*+19*	1966	
283	*+13*	445	*+13*	1,256	*+ 5*	915	*+ 6*	558	*+29*	7,435	*+10*	1956	Other manufactures (Section 8 and rest of Section 6)
303	*+ 7*	478	*+ 7*	1,426	*+14*	944	*+ 3*	644	*+15*	7,989	*+ 7*	1957	
307	*+ 1*	434	*— 9*	1,445	*+ 1*	897	*— 5*	668	*+ 4*	7,973	Nil	1958	
333	*+ 8*	457	*+ 5*	1,520	*+ 5*	974	*+ 9*	899	*+35*	9,035	*+13*	1959	
397	*+19*	524	*+15*	1,620	*+ 7*	999	*+ 3*	1,020	*+13*	10,131	*+12*	1960	
441	*+11*	563	*+ 7*	1,675	*+ 3*	976	*— 2*	1,019	Nil	10,699	*+ 6*	1961	
475	*+ 8*	624	*+11*	1,760	*+ 5*	981	*+ 1*	1,192	*+17*	11,527	*+ 8*	1962	
537	*+13*	671	*+ 8*	1,962	*+11*	1,048	*+ 7*	1,276	*+ 7*	12,839	*+11*	1963	
609	*+13*	737	*+10*	2,264	*+15*	1,171	*+12*	1,487	*+17*	14,717	*+15*	1964	
640	*+ 5*	832	*+13*	2,565	*+10*	1,146	*— 2*	1,731	*+16*	16,343	*+10*	1965	
707	*+10*	923	*+11*	2,947	*+15*	1,269	*+11*	2,021	*+17*	18,563	*+14*	1966	

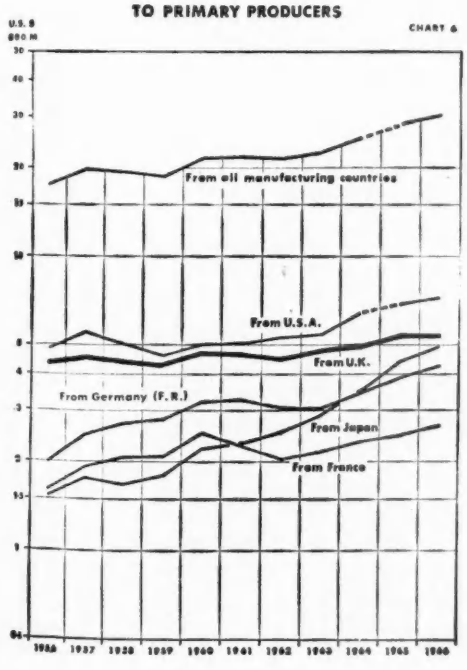
For notes see page vi. For definitions see page iv.

EXPORTS OF MANUFACTURES BY MARKET
(*Continued*)

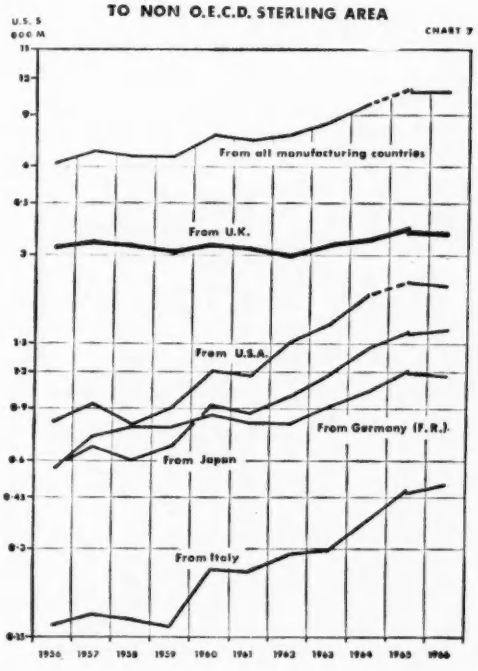
From main exporting countries

(Ratio scales)

TO PRIMARY PRODUCERS



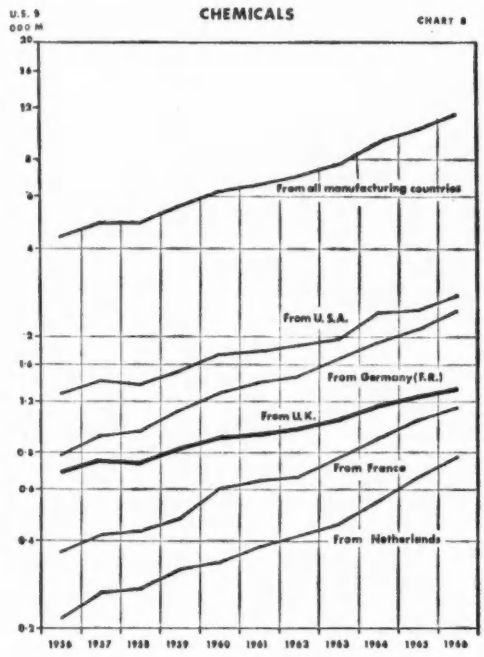
TO NON O.E.C.D. STERLING AREA

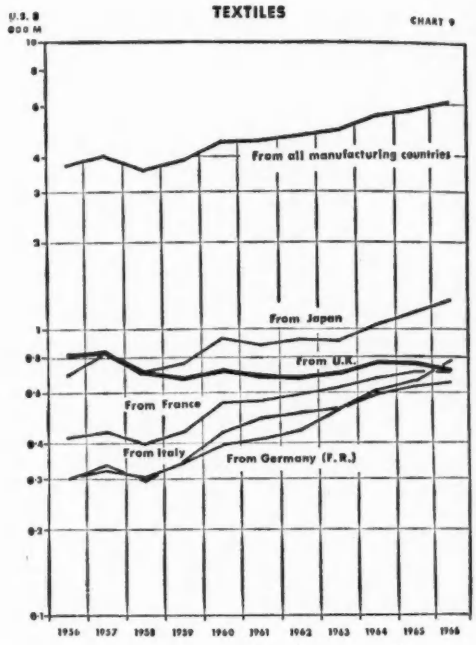


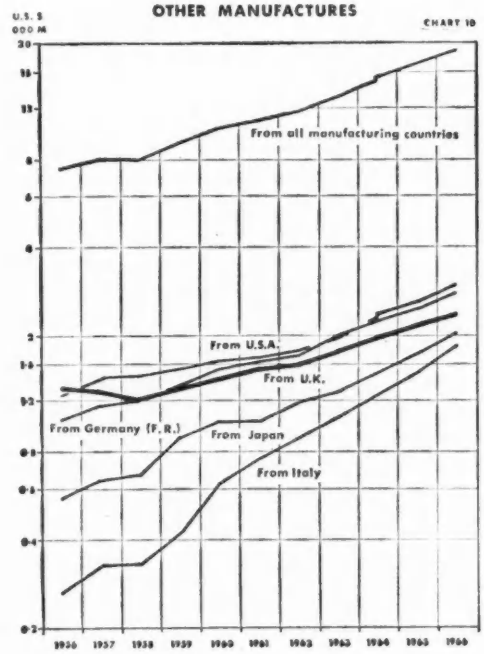
EXPORTS OF MANUFACTURES BY COMMODITY

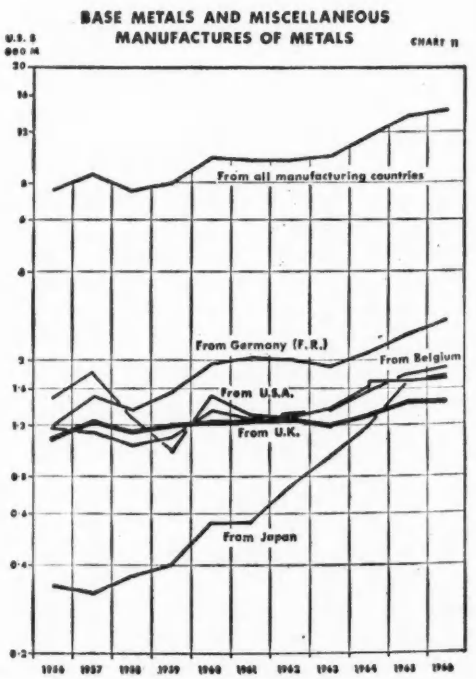
From main exporting countries

(Ratio scales)





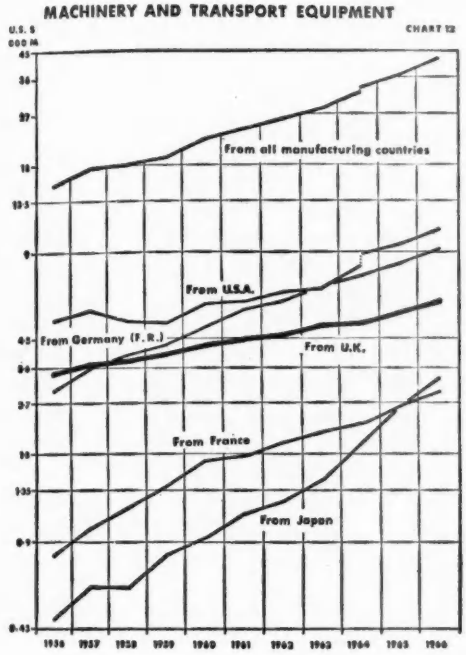




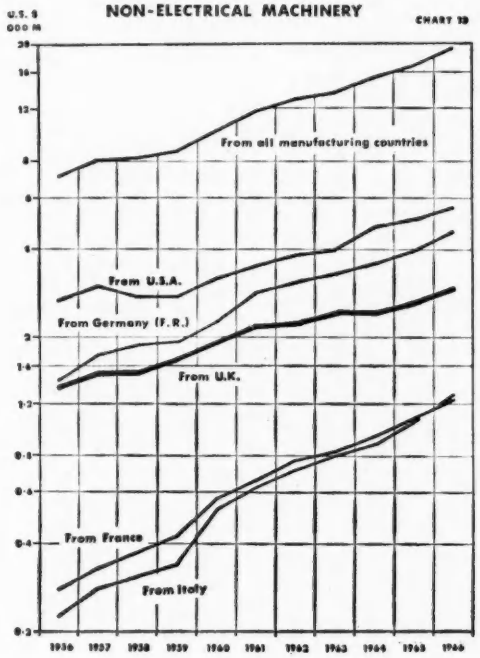
EXPORTS OF MANUFACTURES BY COMMODITY
(*Continued*)

From main exporting countries
(Ratio scale)

MACHINERY AND TRANSPORT EQUIPMENT



NON-ELECTRICAL MACHINERY



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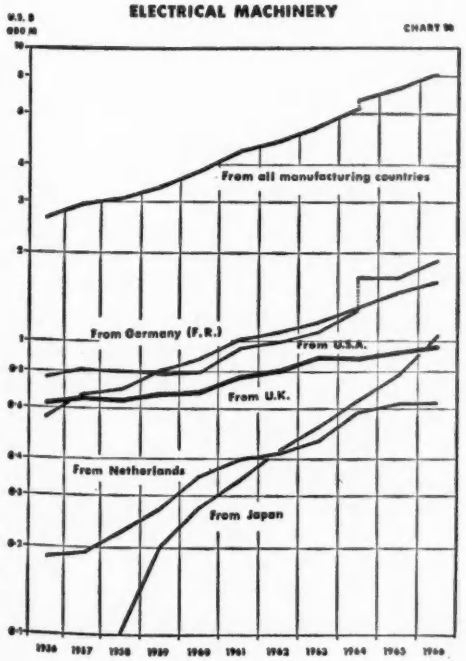

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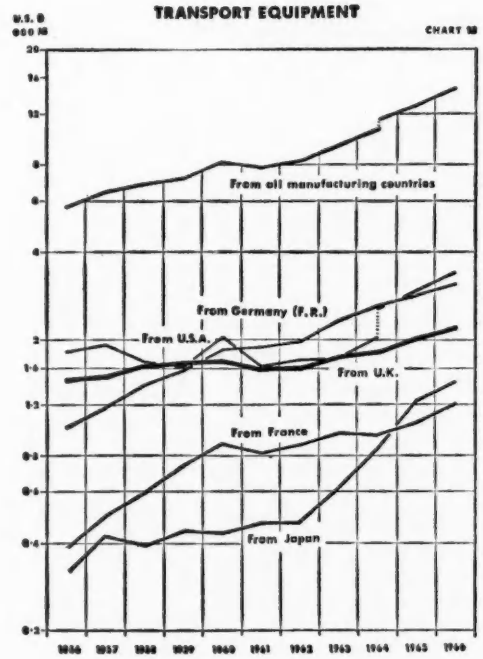

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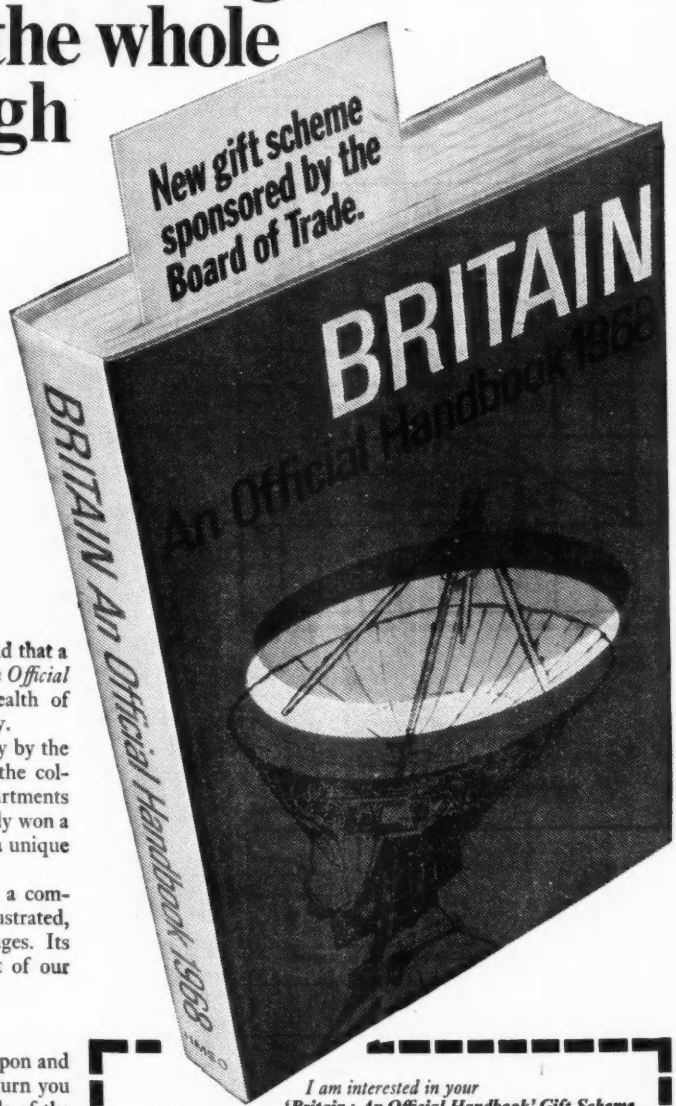

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The British Week that took Brussels by storm

THE BRITISH WEEK in Brussels, which ended on October 7, has been, to quote one correspondent, 'a stunning success'.

The sheer size of this promotion – the largest yet organized by the Board of Trade and the Export Council for Europe and involving some 2,000 British firms and over 1,600 Brussels shops, with more than 100 supporting events – has called forth expressions of amazed admiration for its smooth organization from all sides, and particularly from the businessmen and retailers of Brussels.

But the main impact of the Week has been its message of vitality and drive and the image of Britain which it presented as a world leader in technology, invention and design. Thus the Pavilion of Technology, although erected in the Botanical Gardens at some distance from the city centre, attracted some 7,000 Sunday visitors and a steady flow for the rest of the Week; over 30,000 people visited the Council of Industrial Design's exhibition at the Belgian Design Centre; and vast crowds flocked to visit – and to re-visit – the modern furnishings and decor at the 'Britain at Home '67' showhouse, and overflowed on to the pavements outside the Metropole Hotel in a desperate attempt to gain standing room at the 'pop' fashion shows. As well as these spectacular manifestations there were scientific and technological lectures; Common Market and banking seminars; symposia on control and automation in British industry, etc. Sir Robert Bellinger, Lord Mayor of London, visited the City of London exhibition at the Grands Magasins au Bon Marché.

The active participation by the people of Brussels themselves was one of the outstanding features of this British promotion. Department stores arranged special British 'shops' and fashion parades; restaurants put on British menus; Brussels banks staged spectacular displays; Belgian railways brought people from all over the country to Brussels at reduced rates; the Belgian post office authorities issued a commemorative stamp. A record number of shops entered for the window-dressing competition, and window gazers seeking to identify British trade-marks (another competition) stopped the traffic in the rue Neuve. More than 70 leading retailers and bespoke tailors entered for yet another window display and slogan competition organized by the British Wool Textile Export Corporation.

One of the nine British policemen (from Hastings, Dorset, City of London and British Transport) seen with a Belgian colleague. Together with three policewomen, they helped to control the crowds and to direct visitors to the various events.

Part of the vast crowd that thronged the Place de Brouckère where 300,000 *people visited the 'Britain at Home '67' show house, furnished by* Ideal Home *magazine.*

This welcome has been mirrored in the Belgian press and radio (see page 4).

Typical comment came from the editor of *Meubles et Decorations*, who said: 'We thought that we knew all about our friends in Britain, but we had no idea that what you would bring us would be so modern – even so *avant garde* – and above all, so gay. For us, the Week has been a discovery.'

On the commercial side, first reports (some of which are printed below) indicate that the Week will have achieved a solid success. The British Week in Brussels has been a memorable event. Pictures on the following pages may give some idea of the seriousness of purpose, as well as of the gaiety and pageantry, of this great promotion.

CHIEF POINT OF A BRITISH WEEK – what did it sell?

Random examples:

Fashion wear: a boutique called *Sabrina*, which had previously no British stock, bought in 500 British dresses for the Week which were selling fast and will be restocked.

Food: The Delhaize American-style supermarket decided to try out English lamb for the first time. By the end of the week they had used 1,000 carcases, and will continue. This chain owns 27 supermarkets plus around 300 small food stores.

Electrogaz exhibition: A 'first-time' British Week promotion jointly with BEAMA. It sold five items in the *first half-hour.*

Menswear: Chester Barrie cashmere coats sold out even before the Week had properly opened, and fresh stock was flown in.

Handtools: As a result of pre-British Week activity they greatly increased their number of outlets, including one additional agent who supplies 1,000 retailers.

Lord Snowdon, who paid two visits to the Pavilion of Technology, demonstrates the use of a remote control handling arm in the nuclear power section by carrying off Princess Margaret's handbag. The varied uses for radio isotopes in industry, medicine and research were shown in this section of the Pavilion.

The Ferranti Argus 400, a fully microminiaturized high speed computer, caught the interest of Mr. Anthony Crosland, President of the Board of Trade, at the Pavilion of Technology. This section on miniaturized electronics also showed an EMI miniature TV camera, one of the smallest in the world, and an industrial laser. The varied application of lasers (light amplified by a standard emission of radiation) to medicine, scientific measurement, research and industry were illustrated by transparencies.

Crowd of staff and customers makes way for Princess Margaret during a visit to a Brussels store. In spite of her illness, the Princess toured many of the 1,600 shops which featured British goods.

Concentration shown by eager customers at a Mary Quant make-up demonstration at the Galeries Anspach. The personal visit of Mary Quant to Brussels highlighted the tremendous impact made by British fashions for all ages and occasions.

A display with flags by members of Onnegang, a Brussels folklore society, was one of the events which marked the opening of the Week.

The official British Week poster, which appeared on hoardings in Brussels, Antwerp, Ghent, Liege and other population centres in Belgium.

Prize-winning window display, featuring British children's wear. A record number of entries was made in Brussels.

Lord Snowdon examines one of the 450 lengths of cloth shown at the British Wool Textile Display at Brussels Town Hall. With Lord Snowdon are (left to right) J. Douglas Hood, chairman of the National Wool Textile Export Corporation, and Donald A. Robinson, European promotion manager.

Lord Montague arrives at the Watney 'Victoria' pub in one of his veteran cars – a 1916 Vauxhall 'Prince Henry'. The 'Victoria', a newcomer to British Weeks, sold £1,000 worth of beer on the opening day.

Welcoming smiles as the staff of Bouvy wait in their decorated shop for the arrival of Lord Snowdon.

Lord Snowdon, watched by Madame de Keghei of Church's, examines a Church's shoe during his visit to one of the British Menswear Guild sponsored shops. The Guild reports an 'unprecedented success' at Brussels Week.

'Pomp' and 'Circumstance', two Whitbread's dray horses, were one of the attractions of the British Week. Whitbread's also did an enormous trade.

'Magnificent' response by Belgian press

BEFORE the British Week in Brussels even started, the British Week Office press cuttings book was almost full. This was evidence of the general support given by the Belgians throughout the preparatory period. Now, however, the office is overwhelmed with cuttings and it would be simpler to measure them in kilos rather than column inches, says the British Week Office publicity manager.

The Belgian press has in fact indulged in a two-week orgy of Anglophile reporting. To a man they responded magnificently. Many used the formula of a special supplement, prepared in advance with extensive use of material supplied by the Central Office of Information and their own staff writers. Others preferred to give a page or more each day throughout the overall two-week period to British Week news.

The tone has been virtually 100 per cent enthusiastic with frequent warm references to the liberation period over 20 years ago. This historic note has been counterbalanced by a constant acceptance of the other and more important image that has been projected in the British Week: of a forward-looking dynamic country expert in marketing methods and leaders in technology. The carefully worked out recipe for British Weeks, its many elements melling into a coherent whole, has won universal praise. The Belgian press has been particularly enthusiastic in its praise for the organization of the Week. A comment in the leading French language daily *Le Soir* is typical: 'Its success is certainly due to the serious and methodical way it has been prepared. Nothing was left to chance, from the smallest details to the grandest spectacular shows. It has been an extraordinary success, without precedent in Belgium.'

The British Information Services, through the British Embassy and the British Week Office (in collaboration with the COI and the Information Division of the Board of Trade), provided vast amounts of material specially prepared for the Brussels Week.

A large number of British firms taking part in the Week went to immense trouble to ensure editorial coverage in support of their marketing. It was certainly this combined attack by industry and government, coupled with the inherent goodwill of the Belgian press, which led to what might be called the final capitulation.

None of this would have been possible without some paid advertising contributed from both sides. Many groups of firms took advantage of the Board of Trade Co-operative Advertising Scheme with its 50 per cent Government subsidy.

The Belgian press entered into the spirit of the game with real enthusiasm and were undoubtedly an enormous help to British firms in this great sales drive.

First successes must be followed up says ECE

THE BRUSSELS WEEK turned out to be very well timed from every point of view, and BNEC Export Council for Europe feel it amply repaid the intensive support accorded by British manufacturers, whose individual promotions – Courtauld, Burberry, Mary Quant, MacIntoshes Quality Street, Eclipse and Cintride tools, to name only a cross section – added so much to the overall impact of the Week. But of particular interest to ECE are the commercial successes directly attributable to ECE's policy of bringing over groups of buyers financed 100 per cent by ECE, in fields where the council feel special opportunities exist. The Delhaize jumbo-sized food supermarket ran special promotions of English lamb and English cheeses purely as a result of an ECE-organized buying mission; latest information is that Delhaize will continue with these lines (they already stocked a fair range of British foods) and try them out in other branches. British inexpensive ready-to-wear fashions (given, of course, a tremendous on-the-spot boost by the fashion shows organized by the Clothing Export Council on behalf of the Board of Trade) also appeared for the first time in many of the small boutique-type dress shops. Although the big stores are accustomed to doing business in London, it would never have occurred to these smaller shops to do so unless they had been invited to London by ECE.

A new type of promotion for ECE at Brussels was the exhibition of gas and electric appliances arranged in conjunction with BEAMA (plus some other manufacturers) at Brussels' handsome Electrogaz showrooms. It was felt that Belgium, particularly in view of its supply of natural gas from Holland, offered an interesting market potential for 'consumer durables' which justified a specialized effort rather than relying upon normal 'selling-in' to big stores, etc. 2,800 visitors during the Week breaks no attendance records, but many of these were trade buyers making serious inquiries and this exhibition can be considered to add an important new ingredient to British Weeks.

Belgians are hard-headed shoppers, who are aware that they now have the pick of merchandise from all over Europe and they expect to be 'sold to'. Many British manufacturers commented that a British Week on such a scale was a 'first class opportunity to put our products before the greatest possible number of people' and on this level the Week was an unqualified success. But the selling must continue, and since Brussels is so easy of access from Britain, it is to be hoped follow-up selling will be pursued equally enthusiastically, thus establishing good habits for the future!

Sir Robert Bellinger, Lord Mayor of London, made an official visit with Lady Bellinger to the City of London Exhibition at the Grands Magasins au Bon Marché. Picture shows Sir Robert on a tour of inspection of the exhibition accompanied by Helena Geffers, British consultant on international trends to the directorate of GM au Bon Marché, who organized the exhibition in collaboration with the City of London and various City institutions.

Diana Gilroy, one of the six models from Glasgow, models a tartan evening skirt during one of the fashion shows at the 'Scotch Shop', set up by the Au Bon Marché store in collaboration with the Scottish Council. Such was the demand for kilts, shortbread and other foodstuffs that urgent replacements orders were made.